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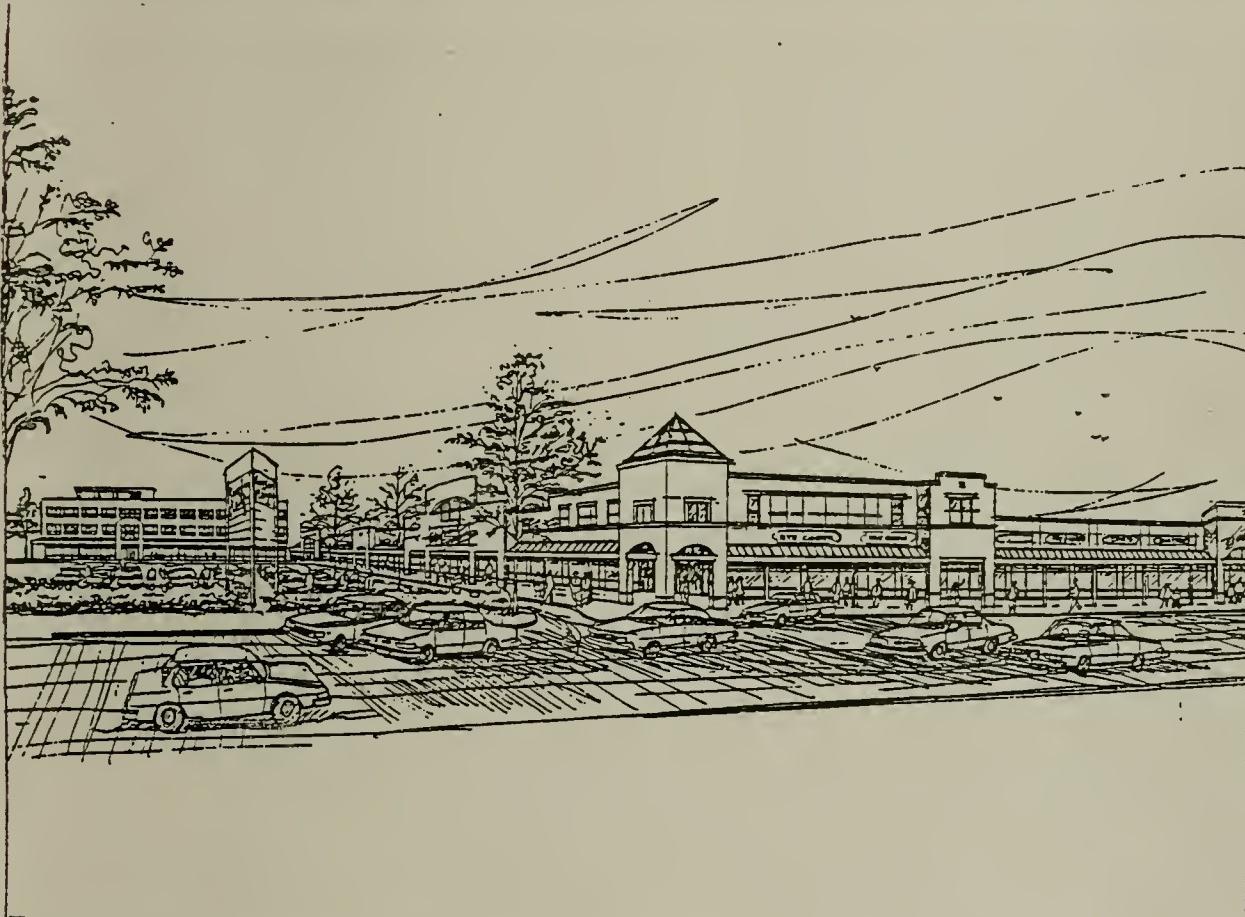
11-4-685

# RUGGLES PLAZA

## A SHOPPING CENTER

TREMONT STREET ROXBURY, MA. 02119

BRA PARCEL P-3



DEC 7, 1992

A DEVELOPMENT PROPOSAL SUBMITTED BY:  
**RUGGLES PLAZA ASSOCIATES**  
230 W. CANTON STREET BOSTON, MA. 02116 (617) 262-5159



**RPA****RUGGLES PLAZA ASSOCIATES**

230 W. Canton Street • Boston, MA. 02116

Boston Redevelopment Authority  
City Hall Plaza  
City Hall  
Boston, Ma. 02110  
Director Paul Barrett

Dec. 7, 1992

Dear Paul Barrett;

We are pleased to submitt herewith our proposal for the development of a Neighborhood Shopping Center on BRA parcel P-3 located along Tremont St. in Roxbury, Ma. Our center consist of 150,000 sq. ft. in total consisting of a full service supermarket, neighborhood retail space, and local small office space. We have increased the project sq. footage due to the general interest we have encountered, by retailers, to be in this location and also because our supermarket tenant is requiring a 35,000 sq. ft. basement space for a cash & carry style whosesale/distribution operation. The increased developement program will provide added benefits to the community and to NCAAA.

Our team, Ruggles Plaza Associates, is a team of minority developers and real estate professionals with experience in the marketing, management and, financing of housing and commercial developments. The key principals and general partners of the firm are Daniel Ocasio, and Russell Hill. We have organized a team of professionals who will provide the necessary technical support functions necessary to carry out the project. The team make up is as follows:

Architects: Urban Access Inc. Architects  
230 W. Canton St. Boston, MA. 02116 (MBE)  
in association with  
Migliassi & Jackson Architects  
South Street Boston, MA. (MBE)

Legal: Brown, Rudnick, Freed & Gesmer  
One Financial Center  
Boston, MA.  
Louis Miller Esq.

Accounting: Morneau & Co.  
One Apple Hill  
Natick, MA. 01760



Investment

Banking: Zealand Financial Management, Inc.  
One Apple Hill  
Natick, MA. 01760  
Mr. Stuart Rose

Contractor: West brook/ Adgreen Associates (MBE/ JV)  
10 Commercial Wharf West  
Boston, MA. 02110

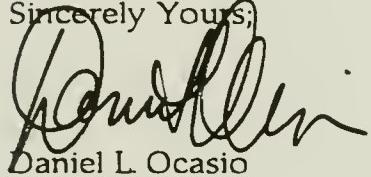
Marketing R. E. Hill & Company, Inc. (MBE)  
Leasing 432 Columbia Street  
Agent: Cambridge, MA.

Management: Hunnaman/ R.E. Hill & Company, Inc. (50% MBE)

The key contact person for the development will be Daniel L Ocasio or Russell Hill.

We are ready and willing to undertake this exciting project and look forward to your favorable response.

Sincerely Yours,



Daniel L. Ocasio



# **APPLICANT INFORMATION**



## **Development Team:**

We have created a team which involves Minority Business Enterprises in many aspects of the development process.

**Developer:** The development team will be made up of minority Partners with a controlling interest in the total project. Daniel L. Ocasio as one of the Managing Partners, will be responsible for the overall project management, and for the Architectural Design of the development. Mr. Ocasio has long standing ties to the Boston Hispanic Community and has worked on many Board of Directors of Hispanic non-profit agencies. Russell Hill will also be a General Partner with direct responsibility for the marketing and the eventual property management of the development. Russell Hill has worked as a real estate broker for many projects in Roxbury, South End, Jamaica Plain, Dorchester and other City Neighborhoods. He has developed his practice exclusively in commercial real estate, and by working in areas of the City to build in economic development opportunities. (refer to the attached resumes)

Other non-minority equity partners and financial partners have been identified and they will be incorporated into the Partnership as Limited Partners. The O'Donnell Development Corp. has a wealth of experience in owning and operating retail centers, and concession areas throughout the City. The Zealand Company also owns and operates commercial, and retail property. Their resumes are include within the Financial Section of this proposal.

**Architects:** The Architects for the project will be two minority firms who have come together to work on this project in association. The two teams have joined hands after having worked together on another proposal for a shopping center in Boston. Urban Access Inc. ( MBE) will be responsible for establishing the design concepts for the overall shopping center. Working in association with Migliassi & Jackson Architects (MBE) they will be responsible for assisting in developing the design and preparation of contract documents. Duane Jackson a principal with Migliassi & Jackson will be actively involved in the project and is the current president of the Minority Developers Association and has worked in Roxbury on many projects and for many community groups.

**Legal:** The firm of Brown, Rudnick, Freed & Gesmer has been selected as the legal counsel with Louis Miller as the Principal. Louis Miller has worked with Daniel Ocasio on another BRA project and is very familiar with the BRA Development agreements. The firm is also very familiar with leasing on large commercial projects.

**Contractor:** The development team has been careful to select a contractor who will provide good minority representation on the project. We are committed to meet the



City of Boston's jobs policy and will insist the contractor work with the City, the Greater Roxbury Workers Association and the South End Neighborhood Action Program (SNAP) for referral's. We are currently discussing the project with the firm of West brook/ Adgreene Associates, a joint venture. The Boston based Westbrook Construction Company has been working for some time now with a minority firm, Adgreene Co. Inc. (MBE) on various City of Boston projects. The joint venture firm was responsible for constructing the "Jamaica Plain Plaza" shopping center on Center Street in Jamaica Plain, MA. and has also worked together on various City PFD projects together. We will work very hard with these groups to insure that the many construction jobs are available to local subcontractors and local individuals.

**Management:** The management of the Plaza will be performed by a joint venture with the Hunneman Investment Management Company and R.E. Hill & Company, Inc. (50% MBE). The management of a project typically represents a major, long term commitment. Specifically for that purpose we wanted to insure that some portion of the management be conducted by a principal of the partnership and to increase our minority participation.

**Tenants:** We have amassed a long list of local community based retailers who have expressed interest in being a tenants within the development. The pride of our project is that we have marketed the development to local community businesses in order to provide opportunity to the minority and small successful businesses already located in Boston, Roxbury, Jamaica Plain, Mattapan, and Dorchester. We have requested of the majority of the businesses, particularly those located in Dudley Sq., that they not close their existing establishment but consider this location as an additional store.

The projects major anchor supermarket tenant will be "Tropical Foods", a long established business in the Roxbury, Dudley area. Ronn Garry will expand his business to locate a new larger headquarters store within "Ruggles Plaza". The larger store will provide the community with a full service grocery store along with the ethnic mix of foods Tropical Foods is famous for. This new store will establish a Caribbean, African, ethnic image for the development that will make the development unique, and different from competing supermarkets that service the area. Tropical Foods has been expanding for some 4 to 5 years already. It's existing location can no longer accommodate the growth necessary, given the pace by which his store is growing. Locating in Ruggles Plaza will allow Tropical Foods to stay within the Roxbury area while his business continues to grow. Ronn Garry is anxious and ready to move into this development.

We have also marketed the development to national tenants who have also responded and indicated a strong interest to be within certain areas of the development. Our total marketing effort has approximately 75% of the commercial space already accounted for.

(Refer to the tab on Letters of Interest from Potential Tenants)

Because of the level of interest we have experienced for the site we feel our team can move very quickly toward development and can be under construction in



the fall/ winter of next year. The team has also worked together on other projects and has a long standing relationship, therefore, we can quickly get tenants under agreement and secure the necessary financing to start construction. refer to the Development Schedule in our Development Program section.

**City Fair Housing Plan Affirmative Fair Marketing Plan (Refer to the attached Tab on Marketing)**

**Developers Statement of Public Disclosure, Statement of Financial Responsibility (form HUD- 6004). (see the attached)**



A.

Resume of Key Team Members

&

Statement of Public Disclosure  
Statement of Qualifications  
and Financial Responsibility  
(HUD Form)



# U R B A N      A C C E S S

Architecture      Development      Planning      Preservation

Daniel L. Ocasio AIA, President  
Victor A. Jorrin, Vice President

## RESUME OF THE FIRM

Urban Access Inc. is a firm of highly skilled professional architects, developers and planners experienced in Urban Design, Development, Transportation Design, Community Planning and Historic Preservation. Each professional brings unique strengths to the firm, with combined experience in both the public and private sectors.

We believe in an Architecture guided by an Urban Design approach to problem solving. Architecture must be made to be sensitive to community concerns and aspirations and must also respond to its local context. A prime example of our approach is found in the Parmelee Court Homes project. The design, with its mansard-style roofs and bay windows, responds to the historical architecture of the South End both in detail and material. At the same time, it provides defensible space for living and it is designed to be of this era. The project also meets local community needs by providing housing for a mix of incomes: fully 40% of its 74 units are affordable.

Our experience in the development of the MBTA's Southwest Corridor permitted us to conduct over 1,000 public planning meetings for this \$747 million project. During our direction of the design and development of the Corridor's nine new rapid transit stations with a 52-acre abutting linear park, we received and implemented extensive community input -- a positive approach to planning within a community undergoing revitalization.

Urban Access has directed land development feasibility studies, preparation of developer's kits, and requests for proposals for more than 275 units of affordable housing throughout the Boston area. As part of well-planned residential areas, we have designated parcels for light industrial uses, as well as commercial and retail uses.

Urban Access is committed to historic preservation. We have supervised restoration of nationally significant buildings and monuments, including Paul Revere House, Old South Meeting House, Bunker Hill Monument, Old State House, Dorchester Heights Monument, and the Statue of Liberty.

Our unique blend of expertise allows us to strive to meet community needs and excellence in design, while balancing our commitment to development and preservation. We address each project by weighing each of these concerns, and work closely with each client throughout the process.

Urban Access also has direct experience in providing design for barrier-free access to both public and private buildings, including Faneuil Hall and the Fenway Community Health Center. We approach the issue of barrier-free access by working directly with Special Needs experts to solve approach, security, and access problems.

Urban Access Inc. is a 100% minority-owned, SOMWBA-certified Hispanic owned firm



## ARCHITECTURAL PROJECTS

Urban Access has provided Architectural services for:

- \* Homes at Roxbury Crossing, Mission Hill, Roxbury, Massachusetts: 22-unit housing development; 40% low/moderate, 60% market-rate; 38,000 square feet; total development cost: \$3 million; wood frame and brick construction. Services: Design and construction supervision.  
Client: Design Housing Inc.  
Jamaica Plain, Massachusetts  
Completion Date: October 1988.
- \* Fenway Community Health Center, Boston, Massachusetts: 2-story brick medical office building; 12,000 square feet; total construction cost: \$1.2 million. Services: Design and construction supervision.  
Client: Hass Corporation / Hamilton Realty Corp.  
Completion Date: September 1989.
- \* Church of God, Fowler Street, Dorchester, Massachusetts: Complete renovation including replacement of dome roof, walls, floors, windows, and heating and electrical systems; 10,000 square feet; total renovation cost: \$500,000. Services: Design and construction supervision.  
Client: WHP Community Development Corporation  
Dorchester, Massachusetts  
Completion Date: December 1991.
- \* North Street Offices, Newton Upper Falls, Massachusetts: 2-story commercial space addition; 8,000 square feet; total construction cost: \$300,000; steel frame construction. Services: Design and construction supervision.  
Client: Belli Construction Company  
Newton, Massachusetts  
Completion Date: August 1989.
- \* 226 Lincoln Street, Brighton, Massachusetts: Interior renovation of 1-story commercial brick office building; 12,000 square feet; total construction cost: \$240,000. Services: Design and construction supervision.  
Client: Hamilton Realty Company  
Completion Date: September 1989.
- \* Gloucester Memorial Church Meeting House, Mission Hill, Roxbury, Massachusetts: Renovation; 7,500 square feet; construction cost: \$200,000; wood frame construction. Services: Design and renovation supervision.  
Clients: Design Housing Inc and Gloucester Memorial Church  
Completion Date: June 1988.
- \* Thurston Road Condominiums, Newton, Massachusetts: 4 residential units; 2,400 square feet; total construction cost: \$500,000; wood frame and brick construction. Services: Design and construction supervision.  
Client: Sumor Investment Company, Inc.  
Waban, Massachusetts  
Completion Date: June 1987.



## PLANNING AND DESIGN MANAGEMENT

- Southwest Corridor Park / Orange Line Relocation: Project Director for Design and Land Development for the MBTA:
  - Conducted over 1,000 public planning meetings for this \$747 million project funded through the Urban Mass Transportation Administration.
  - Worked with the community to establish development guidelines for 12 parcels of land, including Parcel 18+ in Roxbury and several parcels in Jamaica Plain; guidelines were incorporated within developer kits issued by the City of Boston and the MBTA.
  - Directed the design of nine new MBTA stations and 52-acre linear park.

Completion Date: May 1987.
- Urban Design Services: Urban Design and Development Master Planning along the Midland Tracks in Roxbury and Dorchester. Residential and commercial development planning. Research zoning requirements, determine potential build-out, assess potential funding, establish basic development guidelines, coordinate and participate in meetings with the MBTA, participate in community review, act as liaison between City and community.
- Urban Design Services: Urban Design and development master planning in three neighborhoods of Boston: Mission Hill, Highland Park (Roxbury), and Dudley Street in Roxbury and Dorchester. Residential and commercial development planning. Research zoning requirements, determine potential build-out, assess potential funding, establish basic development guidelines, participate in community review, act as liaison between City and community.  
Client: Boston Public Facilities Department.  
Completion Date: October 1989.
- Batchelder/Robey Street Homes: 109 units for rental and home-ownership; single and multi-family townhouses and condominiums in an 8-block neighborhood area; wood frame and masonry construction; total development cost, Phase I: \$5 million. Services: Development and community planning.  
Client: Dorchester Bay Economic Development Corporation.  
Completion Date: December 1990.
- Blue Line Stations Modernization: Renovation of Bowdoin, Government Center, and State Street Stations. Services: Community planning coordination, conducting public meetings; facilitation of approval process through City and State agencies; expedite historical reviews and approvals for State Street Station. Total construction cost: \$25 million.  
Client: MBTA. Urban Access is acting as sub-consultant to CPF/ Domenech & Hicks.  
Completion Date: 1992.
- Dearborn School, Roxbury, Massachusetts: Awarded contract for consultant services to renovate and develop the Dearborn School.  
Client: Orchard Park United Tenants Association  
Roxbury, Massachusetts  
Completion Date: September 1990



## DEVELOPMENT AND ARCHITECTURAL PROJECTS

Urban Access provided both Development and Architectural Services for:

- \* Parmelee Court Homes, Washington Street and Massachusetts Avenue, South End, Boston, Massachusetts: 74-unit housing development; 1/3 low-income, 1/3 moderate, and 1/3 market-rate; 105,727 square feet, including 7,000 square feet commercial; total development cost: \$12 million; wood frame, steel and brick construction. The principals of Urban Access, Inc. were designated by the Boston Redevelopment Authority as both the Developers and the Architects for this project in the 1987 South End Neighborhood Housing Initiatives (SENHI) program.  
Completion Date: December 1991.
- \* Erie and Ellington Street Townhouses, Dorchester, Massachusetts: 22 townhouses, 2- and 3-bedroom; 30% affordable; 28,000 square feet; total construction cost: \$2.2 million. Services: Development consultant, design and construction supervision.  
Client: WHP Community Development Corporation.  
Completion Date: January 1991.
- \* Cliffmont Street Homes, Roslindale, Massachusetts: 4 single-family homes; 50% affordable; 6,000 square feet; total development cost: \$500,000; wood frame construction. Developers and Architects: Urban Access, Inc.  
Completion Date: December 1988.  
(All 4 homes have been sold.)
- \* Wood Street Homes, Hyde Park, Massachusetts: 4 single- and 2-family homes; 7,000 square feet; total development cost: \$500,000; wood frame construction. Developers and Architects: Urban Access, Inc.  
Completion Date: July 1989.
- \* Cleary Square Homes, Hyde Park, Massachusetts: 1 2-family home and 1 single-family home; 4,400 square feet; total construction cost: \$384,000; wood frame construction. Developers and Architects: Urban Access, Inc.  
Completion Date: August 1990.

## FEASIBILITY STUDIES

- \* Rehabilitation of Dunn Building, Washington Street, Jamaica Plain, Massachusetts: 65 units of rental housing, including 2- and 3-bedroom unit townhouses and parking; 89,000 square feet residential; 4,000 square feet commercial space; construction cost: \$10.5 million; brick and steel frame construction with brick and wood frame additions.  
Client: Design Housing Inc.
- \* Columbus-Dartmouth Street Cooperatives, Boston, Massachusetts: 22 units to be built on a city-owned site adjacent to the Frankie O'Day Cooperatives in the historic South End neighborhood; total construction cost: \$2.7 million; steel frame construction with brick veneer.  
Client: Tent City Development Corp. Inc.



# DANIEL L OCASIO, AIA

## Professional Experience

Development, Community Planning, Urban Design and Transportation Architect:

- \* MBTA Southwest Corridor Project / Orange Line Relocation (Boston, MA)  
Project Director for Design and Land Development:
  - Managed the design, construction, scheduling, and preparation of all documents from 45 consulting, engineering and architectural firms
  - Worked with the Federal Government UMTA City and the State to secure all necessary approvals and permits for construction
  - Conducted over 1,000 public planning meetings for the design and construction of this \$747 million project funded through Urban Mass Transportation Administration
  - Directed design of nine (9) new MBTA stations and 52-acre linear park
  - Directed land-development feasibility studies, preparation of developer's kits and RFP's for over 274 units of affordable housing on 6 different parcels; additional parcels were designated for light industrial uses, as well as commercial and retail uses (1977 - 1987)
- \* Needham Branch Commuter Rail Improvement Project (Needham, MA)
  - Director of Design for \$44 million railroad improvement project undertaken by the MBTA to upgrade eight stations with parking facilities and landscaping (1986 - 1987)
- \* MBTA Blue Line modernization - Subconsultants to a design team to modernize three Blue Line MBTA stations within the Downtown Boston area. Providing Planning and Coordination services. (1990 - 1991)
- \* Bird Island Flats / Third Harbor Tunnel Project - Subconsultant to a team of designers for the design of the section of third harbor tunnel as it raises on the Airport / East Boston side of the alignment. Provided planning and coordination services. (1990 - 1991)
- \* Parmelee Court Homes (Boston, MA)  
Project Director for Design and Development for 74 units of rental housing
  - Designated as developer by the BRA / Financing by MHFA, completed in January 1991
  - Project required South End Historic District approval

## Awards

- \* Columbia University: William Kinney Traveling Fellowship
- \* Cornell University Teaching Fellowship

## Affiliations

- \* Member of American Institute of Architects - R / UDAT Austin Texas team of advisors to the City and the Mayor on Downtown Development and Revitalization, Jan. 1991
- \* Chairman of Massachusetts Designers Selection Board, appointed by the Governor (1986 - 1988)
- \* Member of Boston Landmarks Commission,
- \* The Mayor's Management Review Committee
- \* Board of Directors, NUESTRA COMUNIDAD, Vice President of a non-profit, community-based development corporation in Boston

## Education

- \* MIT Certificate program in Real Estate Development for minority developers In association with the Minority Developers Association 1989
- \* M.Arch.: Columbia University, Graduate School of Architecture, Planning and Preservation (1976)
- \* Cornell University, College of Human Ecology, study towards Masters in Art, with emphasis on housing design (1972 - 1973)
- \* B.F.A.: Pratt Institute; Environmental Interior Design (1972)

## Architectural License

- \* Massachusetts Architectural Registration #5562



RUSSELL E. HILL, CPM

Russell Hill is a general partner in Ruggles Plaza Associates and President of R. E. Hill & Company, Inc. Mr. Hill is a seasoned real estate professional with over twenty (20) years of diverse real estate experience.

Prior to the formation of R. E. Hill & Company, Mr. Hill directed the real estate operations of several major institutions and businesses to include Harvard University, Mt. Sinai Medical Center (New York) and Nixdorf Computer Corporation for Massachusetts properties and 150 sales offices throughout the United States. In these positions he had development and management responsibility for asset portfolios exceeding one billion dollars. Mr. Hill has also served as an instructor in the Real Estate Department at New York University.

In 1984 Russell Hill founded R. E. Hill & Company, Inc. The firm is a commercial real estate organization providing brokerage, property management and consulting services to businesses throughout Eastern Massachusetts. R. E. Hill & Company is the only minority owned commercial real estate brokerage firm in New England. The firm is SOMBA-certified.

Russell Hill has been particularly active in the Roxbury community during the past six (6) years. He has represented private developers as well as several community development corporations including UDC Real Property Corporation, Community Development Corporation of Boston and Tent City Corp. As exclusive leasing agent and consultant Mr. Hill has facilitated the development of over \$20 million in the Roxbury, Dorchester and Jamaica Plain areas.

Highlights of his contributions to the community's economic growth are as follows:

- 801 Albany Street - Secured Boston University Medical School for first biomedical facility (Crosstown Industrial Park) in Roxbury.
- Massachusetts Square - Leasing agent for CDC-sponsored 40,000 sq. ft. office/retail development for small and minority businesses.
- Orange Line Retail - The introduction of Bay Bank ATM's to the SW corridor via Ruggles and Roxbury Crossing MBTA stations. Also included Back Bay, Massachusetts Avenue and Forest Hills.
- Walgreen's Pharmacy - The first and only major pharmacy chain to locate in Roxbury (Warren @ Quincy) and provide both services and jobs vital to the community; 13,000 sq. ft.
- Rite Aid - The anchor tenant (8,000 sq. ft.) for the J. P. Plaza retail development near Bromley-Heath housing complex.



Page Two  
Russell E. Hill, CPM

- Purity Supreme - The first major supermarket chain to return to an inner-city neighborhood; 45,000 sq. ft. on Public Facilities Department site in Jamaica Plain.
- Payless ShoeSource - Represented this major national retailer for new stores in Dudley Square and Codman Square .
- Christy's Market - Regional convenience store chain to establish its first store in Roxbury at Roxbury Crossing T-station.
- Whittier Street Health Center - Community-based health center expansion to Roxbury Crossing T-station (4,500 sq. ft.). Center to provide health education, screenings, WIC and social services.
- Dunkin' Donuts - Representing minority franchisee awarded Roxbury and Dorchester as an exclusive district with the development of satellite locations. Initial sites are Dudley and Ruggles MBTA stations.

In addition to these relevant local projects Mr. Hill has also provided services to the Federal Deposit Insurance Corporation and numerous banks on owned properties. He has also represented RECOLL Management Corporation for the sale of two (2) shopping centers: Norton and Raynham, MA.

Russell Hill is a graduate of Youngstown (Ohio) State University and George Williams College (Chicago) in Urban Planning. He is a Certified Property Manager (CPM) as designated by the Institute of Real Estate Management (IREM). Mr. Hill is also a member of the Greater Boston Real Estate Board, Building Owners and Managers Association (BOMA), the National Association of Corporate Real Estate Executives (NACORE) and the Minority Developers Association (MDA).





R.E. Hill & Company, Inc. is a full service real estate organization providing commercial and industrial brokerage, property management and lease administration services to both large and small companies throughout the Greater Boston area.

R.E. Hill represents a single source for corporate real estate services. Through its demonstrated performance and commitment to excellence, the firm has established a reputation as one of New England's finest real estate companies.

#### **Commercial Brokerage**

As exclusive leasing agents, the experienced brokerage team of R.E. Hill has attained considerable achievements in assisting owners and developers of office buildings. R.E. Hill has been appointed as exclusive leasing agents by major corporations and developers as well as small businesses.

The firm also enjoys a high record of success in representing tenants in their search for first-class office space. The brokerage staff's experience and knowledge of the real estate market has served to provide clients with useful and economical solutions to their real estate requirements.

#### **Industrial Brokerage**

R.E. Hill's industrial brokerage staff provides services which involve the lease, purchase or sale of an industrial property such as warehouse or manufacturing facilities.

Factors such as highway networks, utilities, stud height, floor load capacity and environmental quality are among the many important considerations in evaluating potential sites or buildings for clients.

In light of the complex factors associated with the search for industrial property, the technical expertise of an experienced brokerage team is essential.

#### **Property Management**

Successful property management requires efficient building operations as well as up-to-date financial reporting systems. Under the direction of a Certified Property Manager (CPM), R.E. Hill's property management division carefully reviews key elements such as energy management, maintenance, security, staffing and vendor selection. Clients are provided with monthly operating reports which detail the financial position of their properties.

The goal of R.E. Hill is to assist client property owners to realize the fullest potential of their investments.

#### **Lease Administration**

Multi-site data management is an important but often challenging and time consuming administrative task. R.E. Hill's innovative management information system has been designed specifically as a tool for the corporate real estate manager.

The computerized service offered by R.E. Hill provides regular reports which outline valuable information pertaining to leased or owned properties. Reports include location, annual rents, square footage, utilities, taxes and escalations. Also provided are time-sensitive action reports with information on lease termination dates, or renewal/cancellation options.

For additional information on how R.E. Hill can benefit your company, contact . . .

 **R.E. HILL**  
& Company, Inc.

432 Columbia Street • Cambridge, Massachusetts 02141

617-864-6800

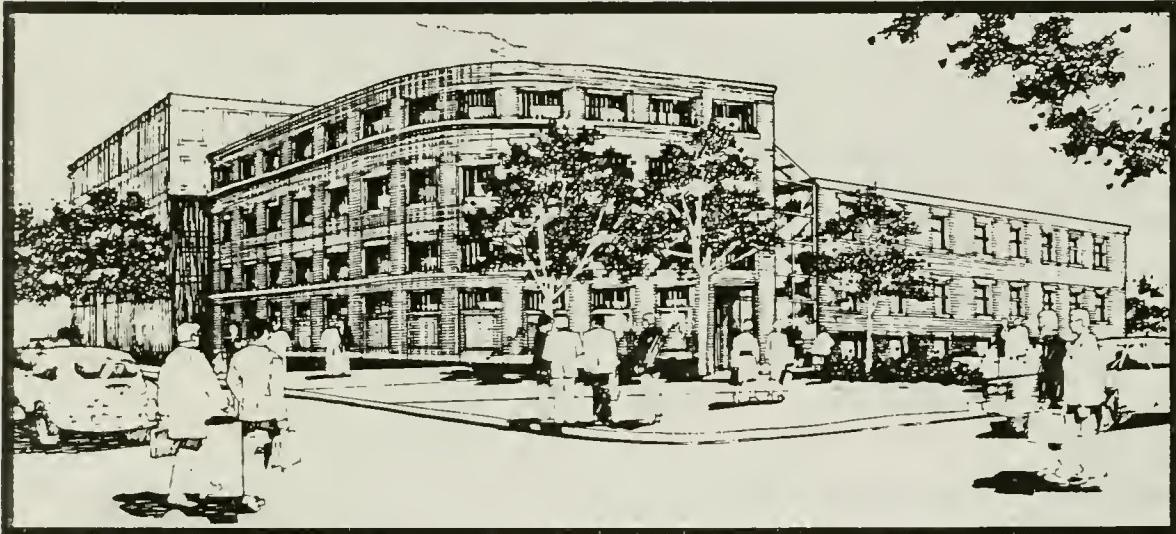


**NOW  
LEASING**

# GILMORE/VINES BUILDING

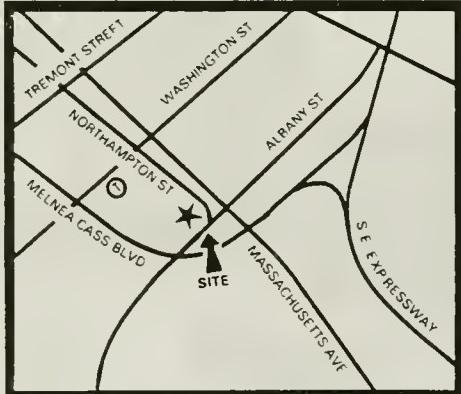
Boston

50,000 SQUARE FEET



Office, Research & Development and Light Industrial Space

- Located in Crosstown Industrial Park
- Subdividable
- Convenient to Expressway, Mass Pike, Logan Airport and rapid transit
- Energy efficient HVAC
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- Wet sprinklered throughout
- Ample parking



EXCLUSIVE LEASING AGENT

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# MASSACHUSETTS SQUARE

BOSTON, MASSACHUSETTS

Massachusetts Square, located in Boston's historic South End, is part of a renaissance which began with the development of the \$500 million, multi-use, Copley Place project.

## NOW LEASING

Conveniently located at the corner of Massachusetts and Columbus Avenues, the five building interconnected complex will be rehabilitated to contain more than 40,000 square feet of first-class office/retail space. The development will offer the amenities of downtown space without the burden of rising downtown rents.

Suites are being offered from 500 square feet to 2,000 square feet. The building is only 300 feet from the new MBTA station (Orange-line) and only minutes from the Mass Pike and South East Expressway. Among the numerous hotels and restaurants in the area are the Back Bay Hilton, Sheraton Boston, Marriott and Westin.

The Victorian charm of Massachusetts Square will be enhanced by many modern amenities which include full air conditioning and state-of-the-art elevators. The building has been tastefully designed for tenant comfort and security. And, for the added convenience of our tenants there will be a complete array of retail shops on the ground floor including banking services.

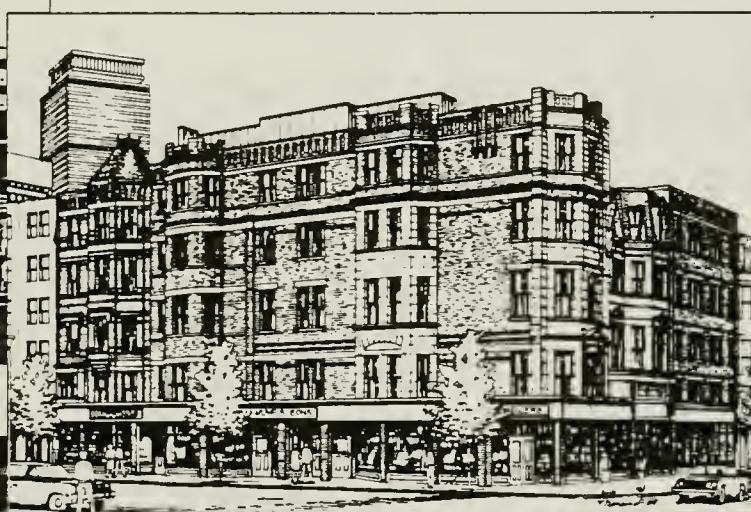
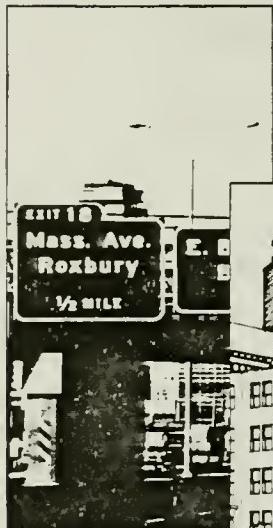
Rich in history and character, Massachusetts Square is an address of distinction...a symbol of success.

We invite your company to be among those who have already made their commitment to join us at this landmark business address.

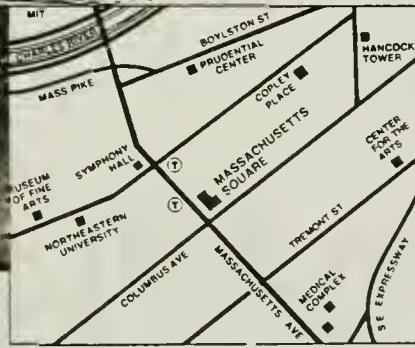
For additional information call our exclusive leasing agent:  
**R.E. HILL & COMPANY, INC.**  
(617) 864-6800

**UDC**

Neighborhood  
Revitalization  
and Economic  
Development



**Sheraton  
Boston**

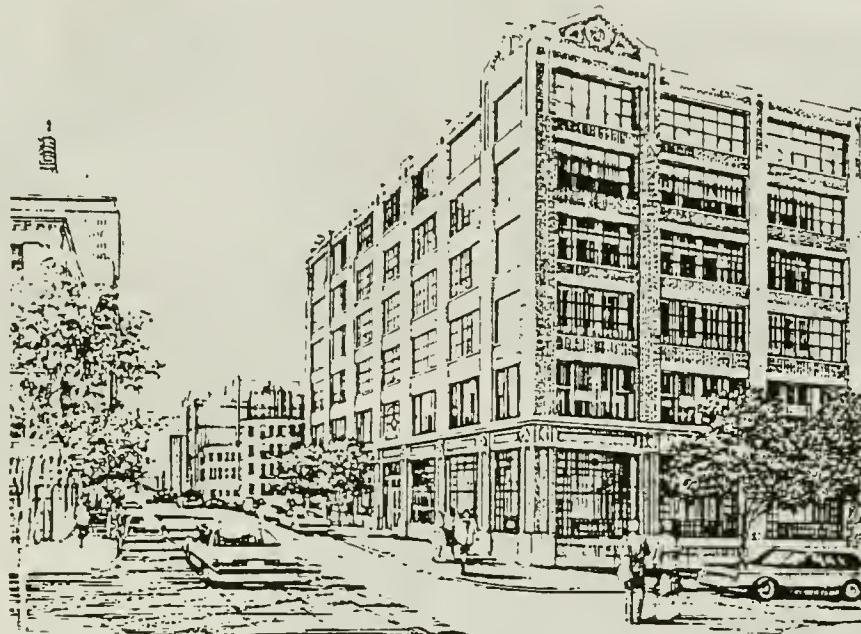


A SMART MOVE

**THE WESTIN HOTEL**  
**COPLEY PLACE**



# 95 BERKELEY STREET BOSTON, MASSACHUSETTS

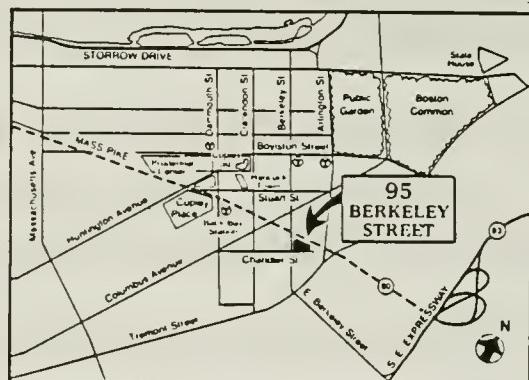


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*Boston's only office building designed exclusively  
for Non-Profit Organizations.*

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- Stable, 15 year rents
- Common conference rooms and kitchen areas
- On-site parking
- Convenient to public transportation, Mass Turnpike, and S. E. Expressway
- Space can be designed for the large and small user.



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Exclusive Leasing Agents

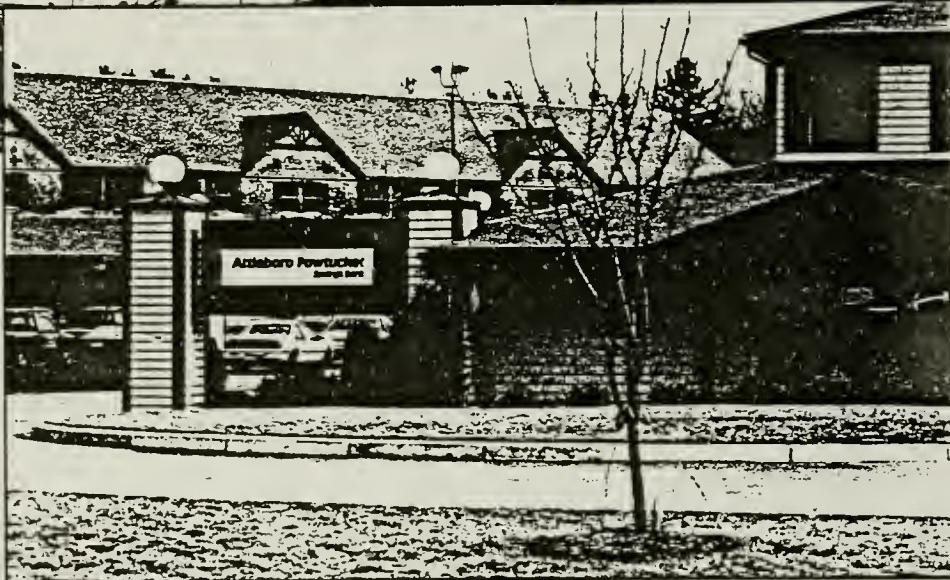
**R.E. HILL**  
& Company, Inc.

(617) 864-6800

432 Columbia St. • Cambridge, Massachusetts 02141



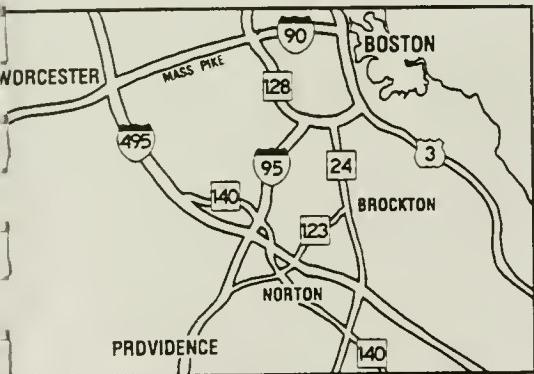
For Sale



## Norton Crossing Shopping Center

184 West Main Street, Norton MA.  
24,698 Square Feet Retail/Office Space

- Located on Route 123 near entrance to I-495
- Two story building with second floor office space
- 7.8 Acre site with additional development potential
- Bank branch with drive through



Exclusive Agent

**R.E. HILL**  
& Company, Inc.

2 Columbia Street • Cambridge, Massachusetts 02141  
(617) 864-6800



# **SEALED BID SALE**

**RAYNHAM MARKETPLACE  
ROUTE 44  
RAYNHAM, MA**

**69,000 Sq. Ft. Shopping Center**

**Bid Deadline:  
November 4, 1992**

**For information contact  
Russell Hill  
R.E. Hill & Company, Inc.  
(617) 864-6800**

**Conducted by:**

**RECOLL  
Management  
Corporation**



3390 Washington Street  
Jamaica Plain, MA



## FOR SALE 39,937 Square Feet Office/Light Manufacturing Space

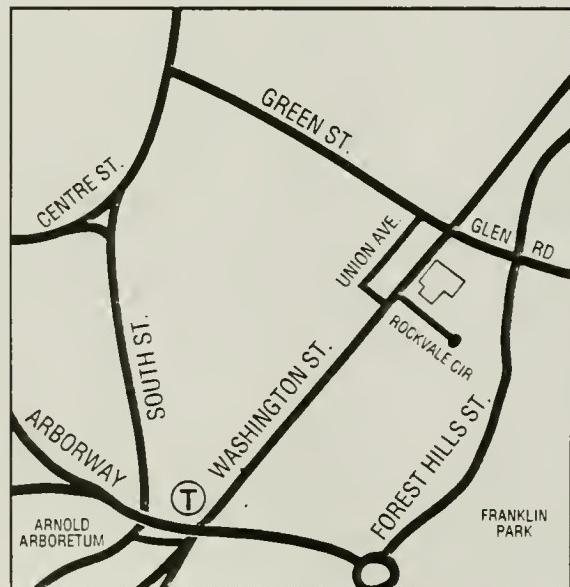
- Located near Jamaicaway, Route 9, and Route 1
- Nearby Forest Hills MBTA Station
- Ample on-site parking
- 10,000 square feet office space
- Four tailboard loading docks
- 22' ceiling height
- Wet sprinkler system
- Set on two-acre site

Exclusive Agent

 **R.E. HILL**  
& Company, Inc.

432 Columbia Street • Cambridge, Massachusetts 02141

(617) 864-6800





# New England

For Community Dev. Corp. of Boston

## Hill leases 37,759 s/f to B.U. Med. School at Crosstown



BOSTON -- The Boston Univ. Medical School has leased 37,759 s/f at 801 Albany St. in the Crosstown Industrial Park. The Gilmore-Vines Building is the former Baltimore Brush building. B.U. will use the property for training programs and research laboratories.

The four story 50,000 s/f structure is undergoing a rehabilitation scheduled for completion by early 1988.

Community Development Corp. of Boston, Inc. is the owner and developer. Russell Hill, president of R.E. Hill & Co., Cambridge, represented the CDC as leasing agent. The CDC also developed the Digital Equipment Corp.'s

inner-city plant on Mass. Ave. which opened in 1980.

B.U. will launch a major new medical technology training program at the building designed for high school graduates seeking career changes into the biotechnology industry and biomedical laboratories.

Consistent with a portion of the project financing provided by the U.S. Economic Dev. Admn., the Medical School program will yield skilled jobs to participants and job opportunities for those training the students.

Major conventional construction and permanent financing was provided by the First American Bank for

Savings. Crosstown Industrial Park is a joint development of the Economic Dev. & Ind. Corp. of Boston and the CDC.

Shown in photo (from left, seated) are: Dr. Philip Hart, treasurer and project manager, CDC; Marvin Gilmore, general manager, CDC; William Gasper, assistant treasurer, and John Sandson, dean, B.U. School of Medicine. Standing are: Alan Zimlicki, consultant, Greater Boston Community Dev. Corp.; Dr. Carl Franzblau, chairman, Dept. of Biochemistry, and Brian Patterson, chief of maintenance, B.U. School of Medicine; and Mr. Hill.



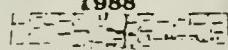
## FEATURING

### Fairfield County Spotlight

SPOTLIGHTS

Fairfield County

1988



# NEW ENGLAND REAL ESTATE JOURNAL

THE LARGEST BUSINESS PUBLICATION OF ITS KIND IN THE NATION

CBT&C designs 14 stories; LM/G&E and R.E. Hill joint leasing agts.

## UIDC builds \$31m 270,000 s/f offices next to Copley Place

TUESDAY, NOVEMBER 29, 1988

### HIGHLIGHTS

#### Cornerstone signs Waldbaum to anchor 85,000 s/f Clinton Center

Waldbaum's supermarket to anchor Cornerstone's 86,000 s/f shopping center in Clinton, Conn. See page six



#### Condyne installs HVAC unit on USCO addition by helicopter

Condyne Inc. has installed a 2.75 ton HVAC unit atop USCO's 84,000 s/f addition in Franklin by helicopter. See page eight



#### Mackie of M&G leases 40,000 s/f at Metropolitan Tech. Center

Peter Mackie of Meredith & Grew has leased 40,000 s/f at Metropolitan Technology Center in Tewksbury. See page ten



#### Tedeschi leases 16,000 s/f to NHD at West Plymouth Village

Tedeschi Realty has signed National Hardware Dist. to 16,000 s/f at West Plymouth Village. See page fourteen



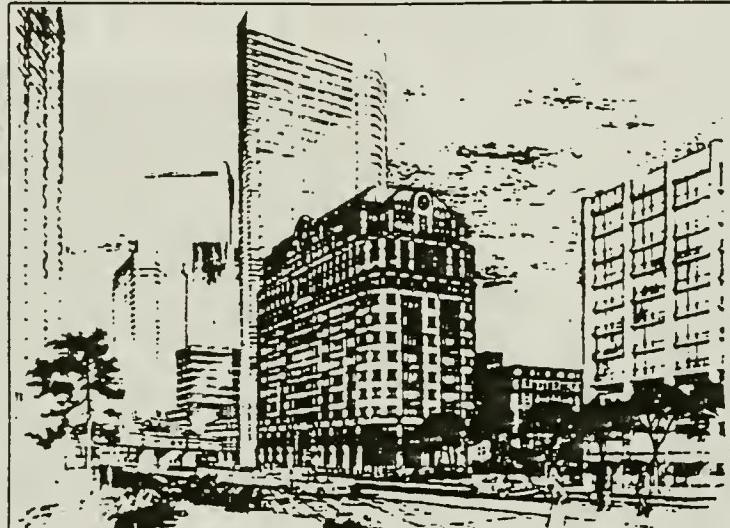
#### Fastest growing corporate markets in Fairfield County

Norwalk and Shelton are the fastest growing corporate office markets in Fairfield County according to Bustenberg Doorn. See page 16-four. Fairfield Spotlight



Also inside: three sections, 76 pages

B. Blodden, Business Design	2
S.M.P.S. features	12-13
D. Lovanich, St. Mass.	18
J. Scharder, Pub Rel.	20
Multifamily Housing	22
Referral Network	22
Journal feature	23
Spotlight, Fairfield City	see 2
New England Billboard	see 2



BOSTON -- Construction recently began on 116 Huntington Ave., one of the most carefully designed office buildings in the Back Bay.

The 14-story 270,000 s/f structure is being developed by the local office of Urban Inv. & Dev. Co., developer of neighboring Copley Place.

Bordered by the Colonnade Hotel, Prudential Center, Copley Place and the St. Botolph St. neighborhood, the property will complete development of the corridor between the Back Bay and South End.

Rudy Umscheid, senior vice president of Urban said "For over three years we have worked with the city, the Boston Redevelopment Authority and neighborhood groups to develop one of the finest buildings to grace the skyline."

Designed by CBT Childs Bertram, Tseckares & Casenino Inc. of Boston, the \$80-million building consists of 13 floors of offices, 6,180 s/f of retail space on the ground floor and two levels of below-grade parking for 90 cars.

The 116 Huntington site now is parking for between

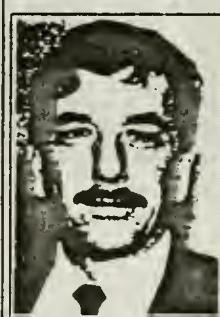
Harcourt and Garrison Sts., will include landscaping, brick sidewalk, new street lights and a decorated pedestrian arcade. The curved copper roof will become a signature for the building.

In response to neighborhood requests CBT designed a limestone-colored facade which complements the exterior finishes of the Colonnade Hotel, The Greenhouse and Garrison Hall.

116 Huntington is expected to be completed in mid-1990. Leggett, McCall, Grubb & Ellis Inc. of Boston, in joint venture with R.E. Hill & Co. of Cambridge, is the leasing agent.

As part of the property's linkage program, Urban contributed 12 land parcels for development to Tent City 259 units of affordable housing that recently reached 100% occupancy. In total, Urban's contributions to Tent City are valued at more than \$12m.

### Transaction of the Week



Thomas Fennessey of Corporate Space Inc. brokered the sale of a 21,800 s/f building in Canton for \$500,000. See page four for details.



Assoc. FEATURING  
N.E. Bldrs. Contr.-Sec. 2  
N.E. Billboard-sec. 3

# New England Real Estate Journal

vol. 26, no. 51 / 68 pages

The largest publication of its kind in the nation

friday, june 26, 1987 / \$ 2.00

R.E. Hill leasing Brockton offices-retail

## Faradie begins 70,000 s/f Belmont West phase 2

BROCKTON, MA. - The Metro South Region will soon welcome Phase II of Belmont West Office Park at the intersection of Rtes. 24 and 123.

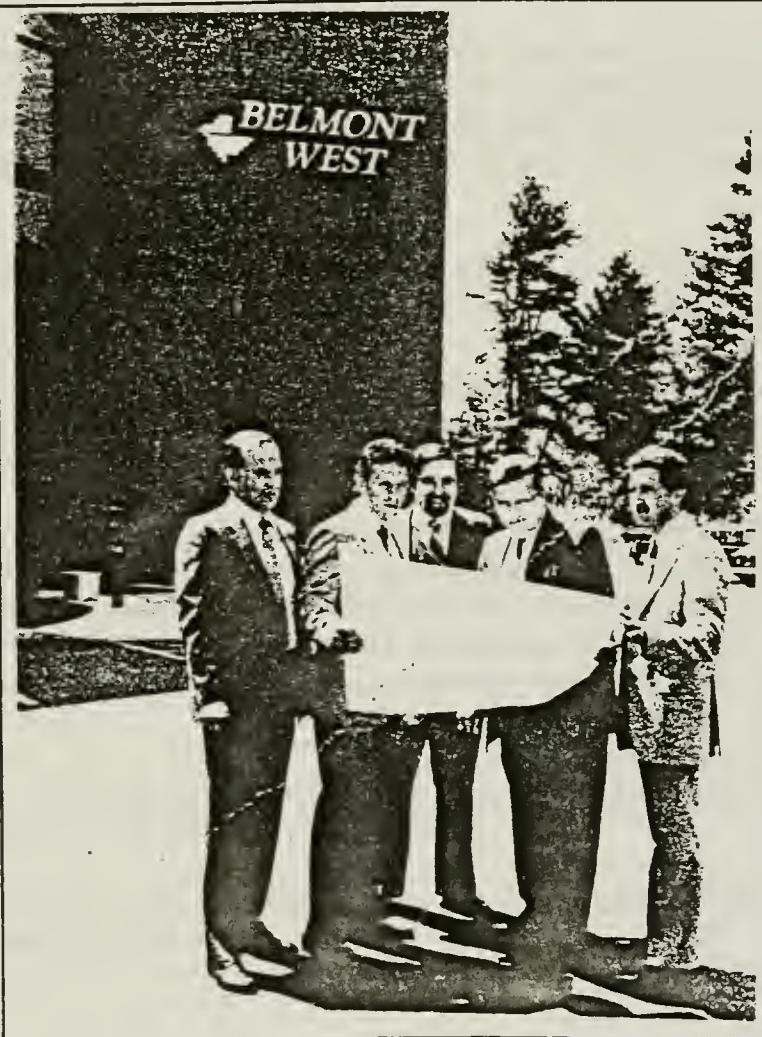
The new development will be a four story office building consisting of 70,000 s/f. There will be 12,000 s/f of retail space on the ground floor.

The building will be designed to accommodate a bank which will include a remote teller and canopy. The developer, Belmont Hill Realty Trust, is anticipating a restaurant and fitness center in the buiding.

William Faradie, owner/developer of Belmont West Office Park, reports that Phase I was a success.

Noting that a recent study by Fantus Co. identified the Brockton area as an "ideal growth center for white collar service industries," R.E. Hill & Co., Inc., leasing agent, believes that Phase II will be equally successful. Occupancy is scheduled for summer 1988.

Shown in the photo (from left) are: Robert Takach of R.E. Hill; Mr. Faradie; Ted Welte, executive vice president, Metro South Chamber of Commerce; Mayor Carl Pitaro; and George Baldwin, president, Metro South Chamber.







Certified Public Accountants

1 Apple Hill • Box 8180 • Route 9

Natick, MA 01760-0051

(508) 655-9880 • (617) 431-7015

FAX # • (508) 655-9926

Morneau and Company, P.C. is a medium sized certified public accounting firm with 10 professionals. Since its inception, our firm has performed audit, accounting and management consulting services for all levels of for-profit and non-profit entities including charitable organizations. Our work is intended not only to report upon financial statements but also to highlight the strengths and weaknesses of the existing organizational structures, policies, and procedures as they apply to financial responsibility, control and reporting. Our client service consists of frequent on-going contact that ensures that we are in a better position to react to developments at a client and truly function as business advisors in addition to being auditors and tax advisors.

As business advisors, we are alert to opportunities where we believe improvements in internal control structure policies and procedures, financial planning, budgeting and/or operating efficiencies can be achieved. We discuss our observations and recommendations with management and present constructive suggestions in a comprehensive management letter designed to assist the organization to reduce costs and enhance controls.

An accounting firm should be able to fulfill the needs of an organization in a timely, professional fashion. Additionally, the firm should have the experience and creative capability to assist an organization in meeting its financial challenges, to suggest innovative ways to improve operations at reduced costs, and to assure a clear accountability of financial affairs - all at a reasonable cost. Morneau and Company, P.C., as a full service firm, can satisfy the needs of an organization and in addition provide a range of management consulting skills.

We have recently had our practice reviewed in conformity with standards for peer reviews promulgated by the peer review committee of the Private Companies Practice Section of the AICPA Division for CPA Firms and received an unqualified opinion. This is the highest level of peer review and is similar to the reviews undertaken by the "Big Six" firms. It is their considered opinion that we meet all professional standards. It is this significant commitment to professional excellence that allows us to serve our clients in the manner we do.

Our firm is managed by a team of knowledgeable and experienced professionals. Attached to this document are resumes of the principals of the firm.

If you have any questions or would like further information about our firm, please do not hesitate to call Chuck Morneau or Al Ranalli at (508) 655-9880.



## PRINCIPALS

We have a team of professionals at Morneau and Company, P.C., knowledgeable and experienced in providing services to real estate developers. Below we present resumes of the key individuals who service our clients.

### *CHARLES E. MORNEAU*

### *MANAGING PARTNER*

Charles E. Morneau is the firm's Managing Partner with over twenty years of auditing, tax and consulting experience with closely held corporations and non-profit organizations. Chuck has extensive practical experience in all aspects of real estate development and finance.

Chuck has been heavily involved in debt re-structurings with major Boston banks as well as with the F.D.I.C. and Recoll Management Corp. primarily in the construction and real estate industry. He also has experience in negotiating and structuring transactions financed with tax-exempt debt.

Chuck is a graduate of Babson College with a Bachelor of Science in Business Administration and has a Juris Doctor from Suffolk University. Chuck is a CPA and a member of the Massachusetts Society of Certified Public Accountants and the American Institute of Certified Public Accountants.

### *ALFREDO RANALLI*

### *AUDIT PARTNER*

Al is the Director of Accounting and Audit Services. Al graduated with a B.S. in accounting from Boston College and is a C.P.A. with twelve years experience. He originally joined Morneau and Company in 1990 as an audit manager and has concentrated in accounting and audit services for small and middle market companies, including directing the firm's extensive not-for-profit practice. Prior to joining the firm, he was an audit manager at the international accounting firm of Grant Thornton, where he handled all of the firms real estate and construction audit clients as well as many small closely-held businesses and large publicly-held companies. Al has taught many training sessions on the requirements of accounting and reporting, including one for the benefit of the members of the Massachusetts Association of 766 Approved Private Schools (M.A.A.P.S.) and another for a group of vice presidents at Fleet Bank. He is a member of the Massachusetts Society of Certified Public Accountants and the American Institute of Certified Public Accountants.



*B. ANTHONY BLANCHETTE*

*TAX PARTNER*

B. Anthony Blanchette is the Director of Tax Services. Mr. Blanchette graduated with a B.S. in accounting from the University of Maine and earned his Master of Science degree in Taxation from Bryant College, graduating at the top of his class. He is a C.P.A. with fourteen years experience and originally joined Morneau and Company in 1987 as a tax manager. His managerial responsibilities with the firm include supervisor of tax services for highly compensated individuals, director of partnership and corporate tax services and, most recently, directing services for business restructuring resulting from insolvencies and the associated debt workouts with creditors. He is currently serving as a Federal Taxation committee member for the Massachusetts Society of Certified Public Accountants and is a member of the American Institute of CPA's Tax Division.



## REFERENCES

## CLIENTS

Mr. Vincent Strully  
Executive Director  
New England Center for Autism, Inc.  
Southboro, MA  
(508) 481-1015

Dr. William Layfield  
Institute for Family & Life Learning  
Danvers, MA  
(508) 774-6880

Mr. David Manzo  
COMPASS  
Jamaica Plain, MA  
(617) 524-2333

Mr. Tim Callahan  
Brandon Residential Treatment Center  
Natick, MA  
(508) 655-6400

Mr. Paul Glinski  
Boston Concessions Group, Inc.  
Cambridge, MA  
(617) 499-2700

Ding On Kwan  
Cosmo Land, Inc.  
Natick, MA  
(508) 653-8803

Mr. Donald Bergmann  
President  
Bergmann Construction Co., Inc.  
Medway, MA  
(508) 533-4455

Mr. Richard Wojcik  
New England Financial Planning  
Burlington, MA  
(617) 272-2200

Mr. Gerald Burke  
Hillcrest Educational Centers  
Pittsfield, MA  
(413) 499-7924

Mr. Robert Littleton  
Evergreen Center, Inc.  
Milford, MA  
(508) 478-5597

Mr. Robert Nagel  
Nagel & Cutrell, P.C.  
Framingham, MA  
(508) 872-4897

Mr. Patrick Sharkey, Esq.  
Mintz, Levin, Cohn, Ferris  
Glovsky & Popeo, P.C.  
Boston, MA  
(617) 542-6000

Mr. John Clymer, Esq.  
Hutchins & Wheeler  
Boston, MA  
(617) 725-1500

Mr. John Marston  
Executive Vice President  
Fleet Bank  
Boston, MA  
(617) 573-6252

Ms. Patricia Dee  
Executive Vice President  
Wainwright Bank  
Boston, MA  
(617) 542-4451





AIA Document A305

# Contractor's Qualification Statement

## 1986 EDITION

*This form is approved and recommended by The American Institute of Architects (AIA) and The Associated General Contractors of America (AGC) for use in evaluating the qualifications of contractors. No endorsement of the submitting party or verification of the information is made by the AIA or AGC.*

The Undersigned certifies under oath that the information provided herein is true and sufficiently complete so as not to be misleading.

SUBMITTED TO:

ADDRESS:

SUBMITTED BY: Steve Lewis

Corporation 

NAME: Westbrook / Adgreene Associates

Partnership ADDRESS: 10 Commercial Wharf West  
Boston, MA 02110Individual 

PRINCIPAL OFFICE:

Joint Venture Other 

NAME OF PROJECT (if applicable):

TYPE OF WORK (file separate form for each Classification of Work):

 General Construction

HVAC

 Plumbing

Electrical

 Other \_\_\_\_\_

(please specify)

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## 1. ORGANIZATION

1.1 How many years has your organization been in business as a Contractor?

8 Years

1.2 How many years has your organization been in business under its present business name?

8 Years

1.2.1 Under what other or former names has your organization operated?

Westbrook Construction Corp.

Adgreene Co. Inc.

1.3 If your organization is a corporation, answer the following

1.3.1 Date of incorporation N/A

1.3.2 State of incorporation

1.3.3 President's name

1.3.4 Vice president's name(s)

1.3.5 Secretary's name

1.3.6 Treasurer's name

1.4 If your organization is a partnership, answer the following N/A

1.4.1 Date of organization July 4, 1990

1.4.2 Type of partnership (if applicable) N/A

1.4.3 Name(s) of general partners

Stephen Lewis

Michael Colarusso

1.5 If your organization is individually owned, answer the following N/A

1.5.1 Date of organization N/A

1.5.2 Name of owner N/A



1.6 If the form of your organization is other than those listed above, describe it and name the principals

N/A

## 2. LICENSING

2.1 List jurisdictions and trade categories in which your organization is legally qualified to do business, and indicate registration or license numbers, if applicable

Massachusetts - Concrete, masonry, structural steel  
New Hampshire - Concrete, masonry, structural steel  
Vermont - Concrete, masonry, structural steel  
Rhode Island - Concrete, masonry, structural steel  
Connecticut - Concrete, masonry, structural steel

2.2 List jurisdictions in which your organization's partnership or trade name is filed

N/A

## 3. EXPERIENCE

3.1 List the categories of work that your organization normally performs with its own forces

Concrete Foundations  
Masonry  
Finish Carpentry

3.2 Claims and Suits (If the answer to any of the questions below is yes, please attach details.)

3.2.1 Has your organization ever failed to complete any work awarded to it? No

3.2.2 Are there any judgments, claims, arbitration proceedings or suits pending or outstanding against your organization or its officers? No

3.2.3 Has your organization filed any law suits or requested arbitration with regard to construction contracts within the last five years? No

3.3 Within the last five years, has any officer or principal of your organization ever been an officer or principal of another organization when it failed to complete a construction contract? (If the answer is yes, please attach details.) No



- 3.4 On a separate sheet, list major construction projects your organization has in progress, giving the name of project, owner, architect, contract amount, percent complete and scheduled completion date.  
**(SEE ATTACHED SHEETS)**
- 3.4.1 State total worth of work in progress and under contract:  
**(SEE ATTACHED SHEETS)**
- 3.5 On a separate sheet, list the major projects your organization has completed in the past five years, giving the name of project, owner, architect, contract amount, date of completion and percentage of the cost of the work performed with your own forces.
- 3.5.1 State average annual amount of construction work performed during the past five years:  
**(SEE ATTACHED SHEETS)**
- 3.6 On a separate sheet, list the construction experience and present commitments of the key individuals of your organization.

**(SEE ATTACHED SHEETS)**

#### 4. REFERENCES

##### 4.1 Trade References

Waldo Brothers, 202 S. Hampton St. Boston, MA 445-3000  
Boston Sand & Gravel, 169 Portland St. Boston, MA 227-9000  
Arlington Coal & Lumber, 14 Park Ave., Arlington, MA 643-8100  
Hamilton Equipment, 10 Coolidge Industrial Park, Watertown, MA 926-4488

##### 4.2 Bank References

Wainwright Bank - 101 Summer Street, Boston, MA 02110  
Pam Caputo (617) 542-4451

Sterling Bank - One Moody Street, Waltham, MA  
Brenda Omagliere 617-844-7790

##### 4.3 Surety

###### 4.3.1 Name of bonding company

The Hartford Insurance Group

###### 4.3.2 Name and address of agent

L. Robert DeSanctis Insurance  
10 Walnut Hill Park  
Woburn, MA 01801



## 5. FINANCING

### 5.1 Financial Statement

5.1.1 Attach a financial statement, preferably audited, including your organization's latest balance sheet and income statement showing the following items:

Current Assets (e.g., cash, joint venture accounts, accounts receivable, notes receivable, accrued income, deposits, materials inventory and prepaid expenses);

Net Fixed Assets;

(SEE ATTACHED FINANCIAL STATEMENT)

Other Assets;

Current Liabilities (e.g., accounts payable, notes payable, accrued expenses, provision for income taxes, advances, accrued salaries and accrued payroll taxes);

Other Liabilities (e.g., capital, capital stock, authorized and outstanding shares par values, earned surplus and retained earnings).

- 5.1.2 Name and address of firm preparing attached financial statement, and date thereof  
William Pucci & Company, 220 Broadway, Suite 305, Lynfield, MA 01940
- 5.1.3 Is the attached financial statement for the identical organization named on page one?  
**Yes**
- 5.1.4 If not, explain the relationship and financial responsibility of the organization whose financial statement is provided (e.g., parent-subsidiary).  
**N/A (Joint Venture Partnership)**

- 5.2 Will the organization whose financial statement is attached act as guarantor of the contract for construction?  
**Yes**



6. SIGNATURE

6.1 Dated at Boston, MA this

day of  
19 92

Name of Organization

Westbrook / Adgreene Associates

By

Title President

Stephen E. Lewis

cc:

*Steve Lewis*

being  
duly sworn deposes and says that the information provided herein is true and sufficiently complete so as not to be  
misleading

Subscribed and sworn before me thus

day of

19 92

Notary Public Brenda J. Casso

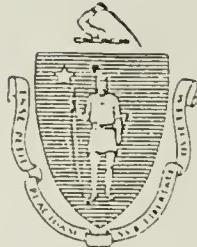
My Commission Expires

July 1, 1994



CAUTION: You should sign an original AIA document which has this caution printed in red.  
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The Commonwealth of Massachusetts  
Executive Office of Economic Affairs

State Office of Minority and Women Business Assistance  
100 Cambridge Street — Room 1305  
Boston, Massachusetts 02202  
(617) 727-8692

William F. Weld  
GOVERNOR  
XXXXXX SECRETARY  
Daniel S. Gregory

MUKIYA BAKER-GOMEZ  
EXECUTIVE DIRECTOR

May 1, 1991

Mr. Stephan Lewis  
ADGREENE COMPANY INC  
44 Newcastle Street  
Lynn, MA 01905

Dear Mr. Lewis

The State Office of Minority and Women Business Assistance (SOMWBA) is pleased to notify you that your firm was reviewed on April 25, 1991, and certified as a minority business enterprise (MBE) under the expansion category(ies) of FENCING, CONCRETE, MASONRY AND INTERIOR RENOVATION CONTRACTOR: Interior Demolition. The company will be listed in both the SOMWBA Directory and in the Massachusetts Central Register which are published at regular intervals.

Additionally, the SOMWBA Directory is sent to other state agencies and authorities such as the Massachusetts Port Authority, Turnpike Authority, Department of Public Works, cities and towns and many other public and private organizations who seek to fulfill MBE utilization requirements.

Certification is not a fixed designation and SOMWBA reserves the right to monitor your company and to conduct periodic reviews of your company's books, contracts, company structure, facilities, job locations and to withdraw its certification of your firm should this become necessary.

On or before your firm's certification anniversary date of April 25, 1992, plan to send to us the following documents:

- (1) The latest company financial statement;
- (2) The latest U.S. Corporate Tax Return or your U.S. 1040 Schedule C;
- (3) An updated work history;
- (4) Corporations submit Annual Certificate of Condition. Sole Proprietor and Partnerships submit a notarized statement indicating whether there has been any changes in the firm's legal structure, ownership or control.

Sincerely,

Mukiya Baker-Gomez, Chairperson  
Certification Review Board



## COMPANY BACKGROUND

Westbrook and Adgreene Associates have been in business since 1982 and have been in continuous operation since that time. Principals of both Westbrook and Adgreene started out working on state and federal jobs in the public sector during the early 80's. During the last five years, we have focused on complex and high quality projects most of which involved the research or high tech field.

We have focused our efforts into the Bio-research and medical fields because our in-house systems adapt well to those more sophisticated projects. We also bid work on a weekly basis to maintain that competitive edge as well as to stay attune to the marketplace with our budgeting.

Today, most of the work in this area is very competitive. However, we have still been able to maintain a fairly large client base and to focus on those same complex projects. We draw from our past experience from larger companies to assure the Owner that he is still getting high quality service.

Our experience enables the client to have the capacity of a full service construction management company for the duration of the project. W.A.A. can meet any and all requirements set by most projects. We feel that we can be an asset to even the most efficient organization in the marketplace today.



## **RESUMES**

We have included the resumes of the following personnel for your review:

Stephen Lewis

Joe Mirisola

Michael J. Colarusso

Christopher P. Scarvalas

Jeanne M. Lally

John Moriarty

John Gallagher



## STEPHEN E. LEWIS

### EDUCATION

1970-1974 University of Massachusetts, Boston, MA  
Arts & Sciences Program  
1974-1976 Bunker Hill Community College, Charlestown, MA  
Science Program  
1977 - Wentworth Institute, Boston, MA  
Construction Management Program

### SPECIAL TRAINING

1975-1979 - Department of Environmental Protection: EPA  
Environmental Management Technical School  
Hazardous Material Management

1984-1985 - National Association of Minority Contractors,  
Asbestos Training Center  
Asbestos Abatement Supervision

1986-1987 - National Association of Minority Contractors  
Training Center, New York  
Hazardous Material Supervision, Handling and Remediation

### PROFESSIONAL EXPERIENCE

1990 - Present  
President  
Adgreene Company, Inc.  
44 Newcastle Street  
Lynn, MA 01905

The Adgreene Company, Inc. was established in 1990 as a minority owned business to provide hazardous material remediation and hazardous site remediation and general construction services to the construction and environmental industries and governmental agencies.

Perform general construction, asbestos abatement and hazardous material remediation in the public and private sectors. Adgreene Company, Inc. is currently providing concrete testing inspection and analysis for the terminal apron and geotechnical work for the building expansion at the Portland International Jetport, Maine, for the F.A.A. and Dufresne-Henry, Inc. Provide general contracting and construction management of construction and asbestos abatement



projects. Have been responsible for concrete construction and quality control for S & S Construction Company. Worked in the public sector for six years at the Massachusetts Department of Environmental Protection as an Air Quality Inspector, monitoring industrial and manufacturing air pollution compliance regulations. Developed emission standards for industry in relationship to hazardous waste output. Developed and presented asbestos abatement training programs for E.P.A.

1981-1989  
Construction Manager

S & S Construction Company, Inc.  
Boston, MA

Manager of field operations for S & S Construction Company, Inc. Provided wide array of construction services such as concrete construction of "T" beams for the MBTA parking garage, Quincy, MA., Micro-lam roof construction of New Police Headquarters, Mattapan, MA. Also masonry wall and drywall construction of entire Police Building. Installation of hollow metal doors w/frames of various sizes and types at Walter E. Fernald State Hospital, Waltham, MA. Installation of walls of all types at Mass. Intermediated Care Facilities throughout Massachusetts.

Provided masonry wall construction at the New Jamaica Plain Police Station, Jamaica Plain, MA. Other work negotiated and supervised the completion of: demolition, painting, carpentry, acoustical ceilings installation and asbestos abatement. Built all walls for forth (40) units for the Chelsea Housing Authority. Built all walls for 18 condominium units, Schooner Pass, Borne, MA. Provided demolition and reconstruction of Route 2 and 225 overpass Action, MA for the Mass. Department of Public Works. Installed slope pavement at various bridges in Massachusetts for the Mass. DPW. Renovation of Dowling Building, Boston City Hospital for the Boston Public Facilities Dept. Renovation Senior Citizen house, Lawrence, MA for the greater Lawrence Historical Preservation Society.

ACCREDITATIONS:

Commonwealth of Massachusetts:

License Class A Concrete Technicians  
License Asbestos Inspector  
License Asbestos Foreman/Supervisor  
License Construction Supervisor



**MICHAEL J. COLARUSSO**

**EDUCATION**

Bachelor of Science, Civil Engineering - Norwich University

**PROFESSIONAL EXPERIENCE**

**Principal**

Westbrook Adgreene Associates  
10 Commerical Wharf West  
Suite 502  
Boston, MA 02110

Diacrin Lab  
Charlestown Navy Yard  
Charlestown, MA

This project was a 30,000 sq. ft. renovation of two buildings, the addition of a mezzanine and construction of a connecting link. There were eight clean areas ranging from Class 100,000 to Class 10,000. All equipment such as cage washers, fume hoods, autoclaves and exam tables were part of this contract. This project was a design/build contract. The facility also had a DI, RODI and WFI system in the scope of work. The functions of this complex were laboratory, research, manufacturing and office support areas.

Project Value: \$3,600,000

BJ's Wholesale Club  
Stoughton, MA

This project was a 120,000 sq. ft. warehouse distribution facility. The building was a structural steel frame with an interior slab on grade. The roof was EPDM material on top of a metal deck. This building was located on a 13 acres site which was included in the Project. The sitework consisted of blasting ledge and the installation of all utilities including water, gas, fire protection and power. This project was completed in a six month timeframe from start to opening the store for retail use.

Project Value: \$4,500,000



Jamaica Plain Plaza  
Jamaica Plain, MA

This project was a 21,000 sq. ft. retail strip shopping facility, including erection of existing 9,000 sq. ft. building and Construction of new 12,000 concrete masonry structural steel building. Foundation consisted of caissons, grade beams and reinforced concrete slabs.

Project Value: \$1,160,000

**1987-1990**

Below is a list of general building construction and masonry work performed by Westbrook Construction:

Egress Schools - Project Value: \$618,000  
Boston, MA

Fort Housing - Bridgewater Prison - Project Value: \$265,000  
Bridgewater, MA

Renovations to National Guard Amory - Project Value: \$299,000  
Reading, MA

Family Housing 705-I - Project Value: \$740,000  
Winchester, MA

Addition to gym at Essex Agricultural School - Project Value: \$214,000  
Danvers, MA

East Boston Neighborhood Health Center - Project Value: \$2,045,000  
East Boston, MA

Honda Cars of Boston - Project Value: \$2,250,000  
Everett, MA

Bonner Building Renovations - Project Value: \$1,700,000  
Danvers, MA

Mariner Building Condo - Project Value: \$3,160,000  
Boston, MA

Tobin Municipal Building - Project Value: \$1,400,000  
Boston, MA

MDC Elevators - Project Value: \$997,000  
Boston, MA

**PROFESSIONAL MEMBERSHIPS**

ABC License - Boston  
Massachusetts State Building License  
AGC of Massachusetts  
Master Builders Association of Mass  
Building Trades Council



## CERTIFICATIONS



# REDEVELOPER'S STATEMENT FOR PUBLIC DISCLOSURE

## A. REDEVELOPER AND LAND

1. a. Name of Redeveloper:

b. Address and ZIP Code of Redeveloper:

2. The land on which the Redeveloper proposes to enter into a contract for, or understandings with respect to the purchase or lease of land from

Boston Redevelopment Authority

One City Hall Square

in the City of Boston  
is described as follows:

State of Massachusetts 02201

Approximately 295,260 square feet of land bounded by Whittier, Tremont and Ruggles Streets; Madison Park High School and Downing Street.

3. State the reuse value \$ 800,000.00

## B. RESIDENTIAL REDEVELOPMENT OR REHABILITATION

1. State the Redeveloper's estimates, exclusive of payment for the land, for:

- |   |                  |
|---|------------------|
| a. Total cost of the residential redevelopment . . . . .              | \$ 13,860,000.00 |
| b. Cost per dwelling unit of the residential redevelopment . . . . .  | \$               |
| c. Total cost of the residential rehabilitation . . . . .             | \$ N/A           |
| d. Cost per dwelling unit of the residential rehabilitation . . . . . | \$               |

2. a. If the proposed redevelopment or rehabilitation is for more than one dwelling unit, state the Redeveloper's estimate of the monthly rental (if to be rented) or average sale price (if to be sold) of the dwelling units involved:

<u>TYPE AND SIZE OF DWELLING UNIT</u>	<u>ESTIMATED MONTHLY RENTAL</u>	<u>ESTIMATED SALE PRICE</u>
N/A	\$ N/A	\$ N/A

If space on this form is inadequate for any requested information, it should be furnished on an attached page which is referred to under the appropriate numbered item on the form.

A key covenant needs of identifying the land (such as block and lot numbers or street boundaries) is sufficient. A description by metes and bounds or other technical description is acceptable, but not required.



b. State the utilities and parking facilities, if any, included in the foregoing estimates of rentals:

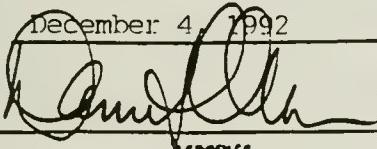
c. State equipment, such as refrigerators, washing machines, air conditioners, if any, included in the foregoing estimates of sales prices:

#### CERTIFICATION

I (We), Ruggles Plaza Associates

certify that this Redeveloper's Statement for Public Disclosure is true and correct to the best of my our knowledge and belief.

Dated: December 4, 1992



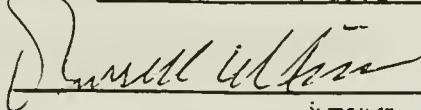
Principal

Title

230 W. Canton St. - Boston, MA. 02116

Address and ZIP Code

Dated: December 4, 1992



Principal

Title

432 Columbia Street - Cambridge, MA. 02141

Address and ZIP Code

\* If the Redeveloper consists of two or more persons jointly (including tenants by the entirety), this statement must be signed by each of them.

2 Penalty for False Certification: Section 1001, Title 18, of the U.S. Code, provides a fine of not more than \$10,000 or imprisonment of not more than five years, or both, for knowingly and willfully making or using any false writing or document, knowing the same to contain any false, fictitious or fraudulent statement, or entry in a matter within the jurisdiction of any Department of the United States.



# REDEVELOPER'S STATEMENT OF QUALIFICATIONS AND FINANCIAL RESPONSIBILITY

For consideration by the Local Public Agency and the Department of Housing and Urban Development.  
Do Not Transmit to HUD Unless Requested.

a. Name of Redeveloper: Ruggles Plaza Associates

b. Address and ZIP Code of Redeveloper: 230 W. Canton St. - Boston, MA. 02116

c. The land on which the Redeveloper proposes to enter into a contract for, or understanding with respect to, the purchase or lease of land from

Boston Redevelopment Authority

(Name of Local Public Agency)

d. \_\_\_\_\_ Greater Roxbury Economic Development Area (Parcel F-3)

(Name of Local Redevelopment Project Area)

In the City of Boston

State of Massachusetts

is described as follows:

Approximately 295,260 square feet of land bounded by Whittier, Tremont and Ruggles Streets; Madison Park High School and Downing Street.

e. If funds for the development of the land are to be obtained from sources other than the Redeveloper's own funds, a statement of the Redeveloper's plan for financing the acquisition and development of the land:

Debt and equity financing to be provided by commercial lender and limited partners. (See financial section of proposal)

f. Sources and amount of cash available to the Redeveloper to meet equity requirements of the proposed undertaking, and creditors of the Redeveloper: \*

a. In banks:

NAME, ADDRESS AND ZIP CODE OF BANK

AMOUNT

\$

b. By loans from other:

NAME, ADDRESS AND ZIP CODE OF SOURCE

AMOUNT

\$

\*[SEE FINANCIAL SECTION FOR EXPLANATION]

c. By sale of readily salable assets:

DESCRIPTION

MARKET VALUE

MORTGAGES OR LIENS

\$

\$

d. List of creditors to whom \$100 or more is owed

AMOUNT OWED

\$



1. Has the Redeveloper been adjudged bankrupt, either voluntary or involuntary, within the past 11 years?

If Yes, give date, place, and under what name.

Yes

No

2. a. Does any member of the governing body of the Local Public Agency to which the accompanying bid or proposal is being made or any officer or employee of the Local Public Agency, who exercises any functions or responsibilities in connection with the carrying out of the project under which the land covered by the Redeveloper's proposal is being made available, have any direct or indirect personal interest in the Redeveloper or in the redevelopment or rehabilitation of the property upon the basis of such proposal?  Yes  No

If Yes, explain.

b. Does any member of the governing body of the locality in which the Urban Renewal Area is situated or any other public official of the locality, who exercises any functions or responsibilities in the review or approval of the carrying out of the project under which the land covered by the Redeveloper's proposal is being made available, have any direct or indirect personal interest in the Redeveloper or in the redevelopment or rehabilitation of the property upon the basis of such proposal?  Yes  No

If Yes, explain.

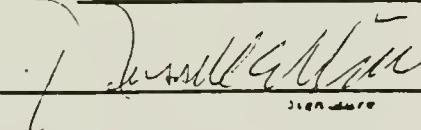
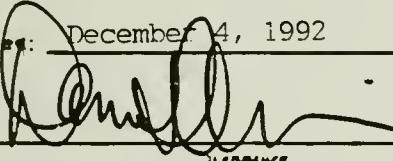
#### CERTIFICATION

I, We: Ruggles Plaza Associates

certify that this Redeveloper's Statement of Qualifications and Financial Responsibility and the attached evidence of Redeveloper's qualifications and financial responsibility, including financial statements, are true and correct to the best of my (our) knowledge and belief.

Dated: December 4, 1992

Dated: December 4, 1992



Principal

Principal

Date

Date

230 W. Canton St. - Boston, MA. 02116

432 Columbia Street - Cambridge, MA. 02141

Address and ZIP Code

Address and ZIP Code

1. If the Redeveloper consists of two or more persons jointly (including tenants by the entirety), this statement must be signed by each of them.

2. Penalty for False Certification: Section 1001, Title 18, of the U.S. Code, provides a fine of not more than \$10,000 or imprisonment of not more than five years, or both, for knowingly and willfully making or using any false writing or document, knowing the same to contain any false, fictitious or fraudulent statement, or entry in a matter within the jurisdiction of any Department of the United States.



NON-DISCRIMINATION AND AFFIRMATIVE MARKETING STATEMENT

As a condition of receiving BRA-controlled funds, land or other benefits  
Ruggles Plaza Associates agree not to discriminate or permit discrimination,  
upon the basis of race, color, religious creed, marital status, sex  
age, ancestry, sexual preference, military status, handicap, children,  
national origin or source of income in the lease, rental or use and occupancy  
of the property located at: BRA Parcel-3; Tremont and Whittier Streets-Roxbury.

I further agree to comply with the Boston Fair Employment and Housing Plan  
as applicable and to carry out an Affirmative Marketing Plan as approved by  
the Authority if determined applicable. Such a Plan would incorporate a  
description of outreach efforts to potential applicants using media and various  
community resources well in advance of sales or rent-up. I also agree to  
develop and carry out occupant selection policies and procedures to be  
incorporated in the Affirmative Marketing Plan in accordance with the Fair  
Housing Plan and any additional Authority requirements to be made available  
prior to Final Designation.

December 4, 1992

Date

Donald L. Linn  
Developer/Architect



DEVELOPER'S STATEMENT OF LOCAL EQUITY AND FINANCIAL RESPONSIBILITY FORM 2

Name and address of developer: Ruggles Plaza Associates

230 W. Canton Street, Boston, MA. 02116

2. Is the developer or any other member of the joint venture a subsidiary of or affiliated with any other corporation or corporations or any other firm or firms.

Yes: x No: \_\_\_\_\_

If yes, explain: Daniel Ocasio is a principal with Urban Access, Inc.  
who will serve as the architect for the proposed development.

Russell Hill is a principal with R. E. Hill & Company, Inc. who will  
serve as leasing/marketing agents and JV partners in the management.

- 3a. The financial condition of the developer, as of December 4, 1992  
is as reflected in the attached financial statement.

NOTE: Attach to this statement a financial statement FOR EACH  
GENERAL PARTNER showing the assets and the liabilities, including  
contingent liabilities, fully itemized in accordance with accepted  
accounting standards and based on a proper audit. If the date of the  
financial statement precedes the date of this submission by more than six  
months, also attach an interim balance sheet not more than 60 days old.  
These statements will be held in strict confidence.

- 3b. Name and address of auditor or public accountant who performed audit  
on which said financial statement is based.

Individually prepared.

4. If funds for the development of the project are to be from sources other  
than the developer's own funds, please state the developer's plan for  
financing the acquisition and development of the project:

The developer has commitments from its equity partners for the acquisition  
and development of the shopping center. A commitment from a lending  
institution (Fleet Bank) has also been obtained. (See financial section)



3. Sources and amount of cash available to developer to meet upfront costs of the proposed undertaking:

a. In Banks:

Name, address, and zip code of bank	Amount
See Letter of interest from	\$11,000,000.00
Fleet Bank: 28 State St., Boston, MA.	

b. By loans from affiliated or associated corporations or firms:

Name, address and zip code of source	Amount
Equity partners are:	\$ 2,800,000.00
1. Joe O'Donnell 116 6th St. Cambridge, MA. 02141	
2. Zealand Corporation, 1 Apple Hill, Natick, MA. 01760	

c. By sale of readily salable asset

Description	Market Value	Mortgage or Lien
	\$ _____	\$ N/A

4. Name and addresses of bank references:

N/A

5. Has the developer or (if any) the corporation, or any subsidiary or affiliated corporation of the developer or said parent corporation, or any of the developer's officers or principal members, shareholders or investors, or other interested parties been adjudged bankrupt, either voluntary or involuntary, within the past ten years?

Yes:        No: X

If yes, give the date, place and under what name.



- 3a. Undertakings comparable to the proposed development work which have been completed by the developer including identification and brief description of each project and date of completion.

Dan Ocasio, RPA principal, has completed the construction of Parmalee Court housing in 1991. This was part of the SENHI program. That development was 74 units and a total development cost of \$12,000,000.

- 3b. If the developer or any of the principals of the developer has ever been an employee in a supervisory capacity for a construction contractor or builder or undertaking comparable to the proposed development work name of such employee, name and address of employer, title of position and brief description of work:

Dan Ocasio who is a registered architect was formerly the project manager for the construction of the MBTA's \$2 billion rapid transit along the SW Corridor. (230 W. Canton St., Boston, MA. 02116).

- 3c. If the developer or a parent corporation, a subsidiary, an affiliate, or a principal of the developer is to participate in the development of the land as a construction contractor or builder:

- a. Name and address of such contractor or builder:

N/A

- b. Has such contractor or builder within the last ten years ever failed to qualify as a responsible bidder, refused to enter into a contract after an award has been made, or failed to complete a construction or development contract?

Yes: \_\_\_\_\_ No: X

If yes, explain:

N/A



- c. Total amount of construction or development work performed by such contractor or builder during the last three years.

\$ \_\_\_\_\_

General description of such work:

NOT APPLICABLE

\_\_\_\_\_  
\_\_\_\_\_

- d. Construction contractors or developments now being performed by such contractor or builder:

<u>Identification of Contract or Development and Location</u>	<u>Amount</u>	<u>Date to be Completed</u>
S _____		

- e. Outstanding construction contract bids of such contractor or bidder:

NOT APPLICABLE

\_\_\_\_\_  
\_\_\_\_\_

<u>Awarding Agency</u>	<u>Amount</u>	<u>Date Opened</u>
NOT APPLICABLE		

\_\_\_\_\_  
\_\_\_\_\_

- f. Brief statement respecting equipment, experience, financial capacity and other resources available to such contractor or builder for the performance of the work involved in the development of the land, specifying particularly the qualifications of the personnel, the nature of the equipment, and the general experience of the contractor:

NOT APPLICABLE

\_\_\_\_\_  
\_\_\_\_\_



\*\* Statement and other evidence of the developer's qualifications and financial responsibility other than the financial statement referred to in item (3) are attached hereto and hereby made a part hereof as follows

See Letters of Interest from Fleet Bank and equity partners.

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12. If the developer, any employee of the developer or any party holding a financial interest in the development is now a City of Boston employee or has been at any time in the year preceding this date, please list the person(s)'s name, position held, or financial interest in the development entity, City of Boston position, and if not currently employed by the City, the last date of City employment.

N/A

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13. List the address(es) of all other properties that the owner(s) or principals of the proposed project owns in the City of Boston:

Parmalee Court Homes

1776 Washington St.

Boston, MA, 02118



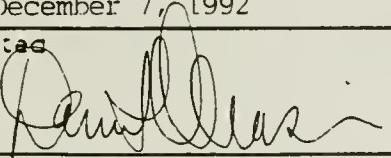
CERTIFICATION

We, Ruggles Plaza Associates

certify that the  
Developer's Statement of Qualifications and Financial Responsibility and the  
attached evidence of the developer's qualifications and financial responsibility,  
including financial statements, are true and correct to the best of my our  
knowledge and belief.

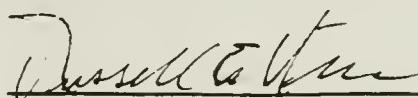
December 7, 1992

Dated

  
Signature

December 7, 1992

Dated

  
Signature

Address and Zip Code

230 W. Canton Street

Boston, MA. 02116

Address and Zip Code

432 Columbia Street

Cambridge, MA. 02141



## DISCLOSURE STATEMENT

Any person submitting a development proposal to the City of Boston must truthfully complete this statement and submit it prior to being formally designated for any project.

1. Do any of the principals owe the City of Boston any monies for accrued real estate taxes, rents, water and sewer charges or other indebtedness?

No

---

2. Are any of the principals employed by the City of Boston? If so, in what capacity. (Please include name of agency or department and position held in that agency or department).

No

---

3. Have any of the principals previously owned any real estate? If so, where and what type of property?

Each principal owns their primary residence located in Boston and Framingham respectively. Dan Ocasio is a partner in the ownership of Parmalee Court in

4. Were any of the principals ever the owners of any property upon which the City of Boston foreclosed for his/her failure to pay real estate taxes or other indebtedness?

No

---

5. Have any of the principals ever been convicted of any arson related crimes currently under indictment for any such crimes?

No

---

6. Have any of the principals been convicted of violating any law, code ordinance regarding conditions of human habitation within the last three (3) years?

No

---

SIGNED UNDER THE PAINS AND PENALTIES OF PERJURY THIS

7th Day of December, 1992

SIGNATURE: Dan Ocasio Russell M. Tice

ADDRESS: 230 W. Canton Street, Boston, MA 02116

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DISCLOSURE STATEMENT CONCERNING BENEFICIAL INTEREST  
REQUIRED BY SECT. 40J OF CHAPTER 7 OF THE GENERAL LAWS

- (1) Location: BRA Parcel-3: Tremont @ Whittier Streets, Roxbury, MA.
- (2) Grantor or Lessor: City of Boston
- (3) Grantee or Lessee: Ruggles Plaza Associates
- (4) I hereby state, under the penalties of perjury, that the true names and addresses of all persons who have or will have a direct or indirect beneficial interest in the above listed property are listed below in compliance with the provisions of Section 40J of Chapter 7 of the General Laws (see attached Statute).

NAME AND RESIDENCE OF ALL PERSONS WITH SAID BENEFICIAL INTEREST

1. Daniel Ocasio	
230 W. Canton St.	
Boston, MA. 02116	
<hr/>	
2. Russell Hill	
432 Columbia St.	
Cambridge, MA. 02141	
<hr/>	
3. Stuart Rose	4. Joe O'Donnell
1 Apple Hill	O'Donnell Development Corp.
Box 8180	116 6th Street
Natick, MA. 01760	Cambridge, MA. 02141
<hr/>	

- (5) The undersigned also acknowledges and states that none of the above listed individuals is an official elected to public office in the Commonwealth of Massachusetts, nor is an employee of the State Department of Capital Planning and Operations.

SIGNED under the penalties of perjury.

Signed:

Date: December 7, 1992



# DEVELOPMENT PROPOSAL



## Project Program

### Summary:

We propose to develop a neighborhood shopping center intended to service the surrounding residential commercial and academic community. The center "Ruggles Plaza" will be anchored by a full service supermarket, Tropical Foods International Supermarket, taking 40,000 sq. ft. of ground floor retail space and 35,000 sq. ft of basement storage/ wholesale space. Additional retail tenants may include national chain store such as a pharmacy, fast food outlet, donut outlet, an ice cream outlet, shoe store and space for a banking office or bank A.T.M. A three story office and retail building is also included in the proposal to accommodate smaller office tenants requiring 3,000 to 8,000 sq. ft. of space and who may need to be closer to the police facility and the Registry building in order to provide services to these groups. Some of the additional retail users proposed are additional restaurants, travel agency, video store, office supply store, dry cleaning , hair salon, records and tape store, computer store, sporting goods store, and an optical shop.

### Existing Buildings on the site:

The 4 story Whittier St. Health Center building remains adjacent to the site. Perimeter site improvements will be made that gesture toward incorporating the building into the rest of the development. Our plan allows for the Health Center to determine a.) when they may choose to move to a new location or b.) if they want to remain at their current location and be part of the development. Our proposal builds on the Health Center being present and we would like for them to stay. If they choose to move, the building could then be rehabilitated into office or housing uses.

The Connolly's Tavern building has been physically incorporated within the overall development. We propose constructing new retail space adjacent to the existing building and refacing the building to ensure a consistency of materials and facade treatment. The Lounge owners have chosen to remain at this location and we have fully incorporated them into the development.

### Building Square Footage Program:

The total development sq. footage is approximately 150, 000 sq. ft. The breakdown of which is as follows:

Bldg. A	Tropical Foods International Supermarket	38,611 sq. ft.
	Basement storage/ wholesale space	36,161 sq. ft.
	Second floor office space Tropical Foods	4,400 sq. ft.
	Neighborhood retail space @ Tremont St.	<u>8,000 sq. ft.</u>
	Bldg. Subtotal sq. ft.	87,172 sq. ft.
Bldg. B	Retail space (50 x 100)	5,000 sq. ft.
Bldg. C	Retail / Bakery (60 x 60)	3,600 sq. ft.



Bldg. D	Retail @ first floor Office @ 1st floor lobby and 2nd and 3rd flrs. Bldg. subtotal sq. ft.	12,000 sq. ft. <u>28,800 sq. ft.</u> 40,800 sq. ft.
Bldg. E	Whittier Health Center	existing
Bldg. F	Retail Building (50 x 180)	9,000 sq. ft.
Bldg. G	Bank / Retail building (40 x 65)	2,600 sq. ft.
Bldg. H	Connolly's Lounge (30 x 66)	<u>1,980 sq. ft.</u>
<b>TOTAL PROJECT SQ. FOOTAGE</b>		<b>150,152 sq. ft</b>

#### Parking program.

The project also entails at grade parking for employees, Health Center use and for general shopper use. A 62 car parking area, adjacent to Downing street, will be designated for use by all employees of the development and for Whittier St. Health Center use. The main at grade parking area which provides direct access to all the retail shops, contains space for 270 parking spaces. The total number of parking spaces that can be accommodated on the site is 335 spaces. The parking area will have plantings located along the interior edges to provide some shade and visual interest to the large area. The ATM building located in the parking lot will be housed under a colorful roof structure and will add convenient banking to the shoppers and neighborhood residents.

Parking spaces originally on the site, for the High School use, will need to be relocated and accommodated on the property designated for the school. Our evaluation of the remaining school site indicates the existing earth mounds can be modified to accommodate some of the relocated parking spaces. We calculated some 75 spaces could be relocated within the existing school property.

#### Vehicle Access to the Site

Primary vehicle access to the site will be provided by a curb cut to be located adjacent to the proposed supermarket entrance. The curb cut aligns with the former Vernon street connection to Tremont St. and will provide access for two way traffic. We propose the existing Tremont street curb be moved in toward the site to accommodate a right turn lane that will allow cars to slow down, out of the flow of normal traffic, in order to enter the site. A secondary entry to the site is proposed along Whittier street, by a widening of Whittier street, to accommodate two way traffic for a short portion of the street. Our plan calls for maintaining an island down the center of the street in an attempt to save the large existing London Plain trees on the existing sidewalk, which will provide a visual buffer for the Whittier Street Housing Development tenants.

A left turn lane along Tremont Street, at the intersection with Ruggles, can then be built to allow for left turns into Whittier Street and the site using the existing signalized intersection.



Truck access and major delivery's will be from a new curb cut off of Tremont Street along the diagonal, westerly property line, shared with the School Department property. All delivery's to the supermarket will be via this driveway to a loading dock behind the supermarket. The loading area, at this location, is far removed from the Whittier St. development and will be concealed from view by the building. This area will also be used for trash compactors and loading and delivery's for the small retailers in Bldgs. B and C. Access to the basement wholesale operation, will be via this same driveway, utilizing a ramped area adjacent to the buildings westerly edge.

The fast food / bakery use is located internal to the site (Bldg. C) and is provided with a full circular drive thru area, for convenient pick up of take-out orders.

**Development Schedule:**

**Significant Task:**

**Completion**

- |  |                 |
|--|-----------------|
| 1. BRA and community review supplemental information, further marketing efforts, Additional Design Development.  | 2 months        |
| 2. Award of Tentative Designation  | 2/93 -3/93      |
| 3. Community Meetings.   | 1 month         |
| 4. Perform preliminary site engineering and analysis. Finalize various agreements with NCAAA, Connolly's Tavern, and Whittier Street Health Center. Confirm site is part of Parcel 18 + Planned Development Area (PDA) Submit Design Development drawings to the BRA for approval. Apply for and receive final funding commitments. Partial complete working drawings. | 4 months        |
| 5. Complete working drawings and specifications. Begin construction sub-bid process with emphasis on networking with local labor resources and local contractors. Apply for permits to build. Execute Leases with prospective tenants.   | 2 months        |
| 6. Community Meetings  | 7/93            |
| 7. Receive Final Designation.  | 8/93            |
| 8. Receive necessary permits, execute construction contracts, finalize agreement with BRA to take title to property. Close with construction lender. Make contribution to community partner NCAAA.   | 1 month<br>9/93 |



9. Construction of Phases I and II	8 months
Solicit Board of overseers for Ruggles Plaza	
Employment Plan (P.E.P.) and Ruggles Plaza	
Educational Advancement and Athletic Program ( P.E.A.A.P.)	
Coordinate interaction between Board and lessees.	
Complete construction and intergrate first tenant group into development	6/94 - 8/94
10. Grand Opening celebration	8/94
11. Start construction of phase II.	7 months
Complete construction.	2/95 - 3/95

**Community Benefits:** REFER TO THE ATTACHED TABS  
**Ownership and Management Structure:** □ □ □ □  
**Marketing program:** □ □ □ □

#### **Jobs Program: Construction and Permanent**

A.) Construction will take 9 to 18 months if the buildings are constructed in phases. The project estimate for construction is in the \$8,000,000. million dollar range, therefore, we expect the project to generate 150 to 200 jobs for skilled trades people. These numbers include jobs both on and off the site.

Ruggles Plaza is committed to a policy of having all construction related firms adhere to the requirements of the Boston Jobs Policy. RPA additionally intends to establish and maintain on going dialogue with neighborhood based contractor and construction trade labor associations, along with local media outlets, to maximize hiring opportunities for local firms and residents.

B.) Permanent job estimates are between 200 and 250 full and part time jobs. These jobs will be generated by the retail and service tenants proposed for the site. All of these jobs will be new to the area. Tropical Foods will transfer only approximately 40 employees from it's existing store in Dudley. The remainder of the existing employees will remain at the Dudley Store to keep that store in operations. The new permanent jobs will generate over \$3,500,000. in annual payroll.

There shall be additional permanent jobs generated by the service contracts for the management and maintenance of the Plaza. These jobs and services will include, but are not limited to:

Property Management, Site Security, Commercial Trash removal, Snow removal, Site maintenance, etc. We estimate the value of these jobs and service contracts to exceed \$500,000.00 per year.

Office tenants, occupying approximately 25,000 square feet of space, are expected to employ 75 to 100 people. Although we initially expect that these jobs will be filled by employees relocating from existing offices, we believe that future opportunities for employment of area residents shall arise. We estimate that office employee payroll shall exceed \$1,500,000.00 annually.



## **Commercial Tenant Requirements**

Ruggles Plaza Associates shall require commercial tenants to use good faith efforts to comply with the Boston Jobs Policy. Already close to 90% of the staff of Tropical Foods are minority and local residents. We have asked Ronn Garry to continue his excellent record in this regard. We will encourage all commercial tenants to exceed all established goals for minority hiring and that they provide the development with annual reporting.

**Goods and services 30% MBE**

**5% WBE**

Ruggles Plaza Associates is also committed to comply with the Goal of awarding not less than 30% of the contracts for goods and services to minority owed firms. We are also committed to a goal of not less than 5% for women business participation.



**A.**  
**Community Benefits**



**RPA**

PROJECT GOALS

- \*\*\*\*\*
1. ECONOMIC DEVELOPMENT IN ROXBURY ON SOUTHWEST CORRIDOR
  2. ENTREPRENEURIAL OPPORTUNITIES FOR MINORITY BUSINESSES
  3. CONSTRUCTION JOB OPPORTUNITIES FOR ROXBURY RESIDENTS
  4. CREATION OF 200 - 300 PERMANENT JOBS: LOCAL HIRING
  5. PROVIDE MUCH NEEDED NEIGHBORHOOD RETAIL SERVICES
  6. ESTABLISH FINANCIAL SUPPORT FOR AFRO-AMERICAN ARTISTS
  7. FUNDING OF EDUCATIONAL ADVANCEMENT AND ATHLETIC PROGRAMS
  8. OFFER AMENITIES TO EMPLOYEES AND VISITORS TO SW CORRIDOR
- \*\*\*\*\*



## COMMUNITY BENEFITS PACKAGE

The development of the Ruggles Plaza shopping center will offer numerous economic benefits to the Roxbury community. A summary of the benefits to be generated by the proposed development are as follows:

<u>BENEFIT</u>	<u>VALUE</u>
1. <u>Construction Jobs:</u> The \$14 million development is expected to generate 150-200 jobs. A minimum of 50% of these jobs will be performed by minority residents of Boston with an emphasis on Roxbury neighborhoods.	\$3,000,000.00
2. <u>Permanent Jobs:</u> Upon completion of the development we are projecting the availability of 200-300 permanent full and part-time jobs in the shopping center. These will include a full spectrum of opportunities from sales clerks, cashiers, waiters, maintenance, security, accounting, secretarial and management personnel.	3,500,000.00
3. <u>National Center for Afro-American Artists</u> RPA will provide financial support to NCAAA to create seed money for the renovation and expansion of their facilities and to establish an endowment fund to offset future operating expenses of their cultural programs.	800,000.00
4. <u>Connolly's Tavern</u> RPA will enter into a long-term lease with this historic neighborhood business, currently owned and operated by minority partners, under very favorable business terms.	260,000.00
5. <u>Education and Athletic Fund</u> RPA will create a scholarship fund for Roxbury students in need of financial assistance in the pursuit of higher education opportunities as selected by a local policy board to be formed from residents and institutions in the area. In addition RPA will fund an athletic program to support local athletic activities as determined by the aforementioned local policy board.	<u>110,000.00</u>
<b>TOTAL BENEFITS PACKAGE:</b>	<b>\$7,670,000.00</b>



B.

## Ownership & Management Structure



## OWNERSHIP & MANAGEMENT STRUCTURE

The developers intend to register a limited partnership to be named the Ruggles Plaza Associates Limited Partnership. The following list sets forth the names of the general and limited partners:

### GENERAL PARTNERS

Russell Hill  
Daniel Ocasio

### LIMITED PARTNERS

National Center for Afro-American  
Artists  
O'Donnell Development Corp.  
Zealand Corporation

The general partners will be responsible for the management of the partnership and will have the authority to execute contracts and conduct management affairs.



C.

Marketing program &  
Long Term Property Management



## MARKETING PROGRAM

### Marketing/Leasing Agent

R. E. Hill & Company, Inc. will serve as the marketing and leasing agents for the proposed development. R. E. Hill & Company which is based in Cambridge, MA. has considerable experience in the marketing and leasing of retail and office space throughout Eastern Massachusetts. The firm has leased over 200,000 square feet in the Roxbury, Dorchester, Jamaica Plain and Roslindale areas. Among their clients served are JMB Urban, The Community Development Corporation of Boston, The Community Builders, UDC Real Property Corporation, JP Development Corporation, Tent City Corporation and the Transit Retail Partnership.

### Pre-Leasing Commitments

At the submission of this proposal for Ruggles Plaza we already have pre-leasing commitments for over seventy percent of the 150,000 square feet proposed.

RPA has secured its anchor tenant, Tropical Foods, who will occupy approximately 70,000 sq. ft. in a combination retail and wholesale facility. In addition RPA has leasing commitments from another ten (10) tenants totalling an additional 40,000 sq.ft. This is from both local businesses as well as national retailers. The blend of neighborhood and national retail services is consistent with our overall marketing strategy for the entire development to insure a balance of both services and economic opportunities. (See Letters of Interest enclosed)

### Neighborhood Retail

In keeping with the concept of a community-based shopping center we have set aside a minimum of 15,000 sq. ft. for neighborhood businesses. A portion of this space (8,000 sq. ft.) has been designed into the Tremont Street frontage of the supermarket. This will insure the visibility of these shops and maximize their opportunity for success. The space will be offered to both existing and start-up businesses. Potential tenants shall be made aware of this space via advertising in community publications, direct mail to businesses and community groups and site signage. Interior build-outs will be completed by RPA at an above standard level to further facilitate the leasing of space by neighborhood entrepreneurs.



### National/Regional Retail

A proactive marketing campaign involving telemarketing, advertising and the brokerage community will be implemented to attract national and regional retailers. This effort will target specific retail services needed to create a viable tenant mix and provide services needed by Roxbury residents, employees and visitors along the SW corridor. A family-style restaurant is among the list of targeted tenants. (See list enclosed)

### Office Space

The 25,000 sq. ft. of office space proposed will be offered to a variety of potential users including small businesses and minority enterprises, e.g. medical, legal, accounting, insurance and consulting professionals. Efforts will also be made to attract small city, state and federal agencies.

In the interest of facilitating the growth of 1-2 person MBE's and small firms a portion of the office space (5,000 sq. ft.) will be considered for use as full service office suites. This space would offer entrepreneurs affordable first-class office space which includes pre-wired telephones, answering service, fax machine, mail boxes, word processing and conference rooms.

### Marketing Plan Outline

R. E. Hill & Company will initiate a comprehensive and proactive marketing program for the leasing of the retail and office space at Ruggles Plaza which includes the following components:

1. Project brochure: A 4-color brochure will be developed which includes the project description, location, site plan, amenities and floor plans.
2. Direct Mail: The project brochure and other collateral materials will be prepared for distribution to prospective tenants as well as community organizations interested in the development.
3. Telemarketing: Prospects for retail and office space will be called to inform them of the availability of space at Ruggles Plaza.
4. Advertising: Placement of ads in various community and regional publications, e.g. Bay State Banner, South End News, El Mundo, Boston Globe and New England Real Estate Journal. Multi-lingual advertising will be used for both print media and radio to insure the maximum exposure of the available space.



5. Site Sign: A descriptive sign will be installed on the site which announces "PRIME RETAIL/OFFICE SPACE AVAILABLE" for lease.

6. Cooperating brokers: All members of the Greater Boston brokerage community will be invited to participate in the leasing of the retail and office space available.

This will be an affirmative marketing program with all aspects designed to insure equal opportunity and access to all qualified tenants without regard to race, sex, religion or national origin.



# RPA

RUGGLES PLAZA ASSOCIATES

230 W. Canton Street • Boston, MA. 02116

RUGGLES PLAZA

### PROPOSED TENANT MIX

#### NEIGHBORHOOD SERVICES

- o Supermarket
- o Pharmacy
- o Bookstore
- o Men's/Women's Apparel
- o Restaurants and fast food
- o Shoe store
- o Bank branch or ATM
- o Travel agency
- o Video store
- o Computer store
- o Office supplies
- o Dry cleaning
- o Hair salon
- o Photocopy center
- o Records & tapes
- o Sporting goods
- o Insurance
- o Small professional office space w/services

\*\*\*\*\*

• JOBS AND ECONOMIC DEVELOPMENT IN ROXBURY •



R. E. HILL & COMPANY, INC. is a full service real estate organization providing services to owners, developers and financial institutions throughout Eastern Massachusetts. The firm is SOMBA-certified and is the only African-American owned commercial real estate brokerage firm in New England.

R. E. Hill & Company was formed in 1984. Based in Cambridge, Massachusetts the firm has considerable knowledge of the Greater Boston real estate market. The firm has leased or sold over one million square feet of office, R&D, warehouse and retail space in both urban as well as suburban locations. Among the firms assignments have been the marketing of two (2) shopping centers (Norton and Raynham) for RECOLL Management Corporation and numerous other commercial properties for FDIC and local banks.

Brokerage services provided by R. E. Hill & Company to inner-city neighborhoods has been unparalleled within the Boston brokerage community. The firm has made significant contributions to the success of several community-based developmentsto include Massachusetts Square (40,000 SF office/retail), Gilmore/Vines Building at 801 Albany Street (50,000 SF w/B.U. Medical School) and the award-winning Tent City housing complex (270 units, plus 10,000 SF retail) located opposite Copley Place. In addition, the firm was appointed exclusive leasing agent for the Orange Line retail space (35,000 SF) and has introduced several national retailers to the Roxbury/Dorchester area. Notable among these pioneering national retailers are Purity Supreme (50,000 SF), Walgreen's (13,000 SF) and Rite Aid (7,200 SF).



Page Two

A partial list of R. E. Hill & Company's commercial brokerage clients include the following:

RETAILERS

Purity Supreme	Burger King
Walgreen's Pharmacy	Dunkin' Donuts
Rite Aid Pharmacy	Christy's
McDonald's	Bay Bank Boston
Payless ShoeSource	Store 24

OWNERS/DEVELOPERS

JMB Urban Development Corp.	Transit Retail Partnership
UDC Real Property Corp.	Community Development Corp of Boston
Cambridge Enterprise Collaborative	JPL Development Corp.
Tent City Corporation	The Community Builders

ASSET MANAGERS & FINANCIAL INSTITUTIONS

RECOLL Management Corp.	Bay Bank Boston
Federal Deposit Insurance Corp.	Liberty Bank
Wainwright Bank	University Bank
Blackstone Bank	Coolidge Bank

\*\*\*\*\*



## PROPERTY MANAGEMENT

The Ruggles Plaza shopping center will be managed by a joint venture of R. E. Hill & Company (MBE) and Hunneman Investment Management Company. The two firms will share responsibility for all aspects of the management of Ruggles Plaza. All fees will be shared equally by the firms. It is intended that after a period of 3-5 years the development will be managed exclusively by the minority firm; R. E. Hill & Company.

R. E. Hill & Company shall have primary responsibility for on-site management to include an on-site superintendent and related maintenance personnel. The firm will also have responsibility for hiring outside contract services e. g., security, custodial services, HVAC and waste disposal. Hunneman Investment Management shall have primary responsibility for all administrative, accounting and financial reporting functions. These will include rent billings and collections, accounting systems, budget preparation, insurance and property tax management.

Russell Hill is a Certified Property Manager (CPM) and will direct the R. E. Hill & Company management personnel. Mr. Hill has over twelve (12) years of property management experience and has directed the management of over 500,000 sq. ft. of commercial space. He has twenty four years of diverse real estate experience ranging from Director of Real Estate at Harvard University to Director of Corporate Services at Nixdorf Computer Corporation where he directed the management/leasing of Massachusetts corporate facilities as well as over 100 sales offices throughout the United States and Canada. Hunneman Investment Management is currently managing approximately 5,000,000 sq. ft. of commercial space throughout New England. (See current retail projects attached) Key personnel directing their property management division are as follows:

### Gregg R. Jordan, President

Gregg is a graduate of Boston University and has been in the real estate management business for twenty three years. He has been involved with the development of management plans for all types of real estate. His experience and involvement in the management of all types of properties, especially mixed-use, and his unique understanding of the role of a property manager are unparalleled. He was the 1989 President of the Building Owners and Managers Association of the Greater Boston Real Estate Board, and a member of its Government Affairs Committee. He is a permanent member of the Department of Environmental Protection's Hazardous Waste Site Cleanup Committee which has actively participated in the rewrite of M.G.L. Chapter 21E. He has developed strong relationships with many local and state officials.



## **Property Management (Continued)**

### **F. Michael DiGianao, Senior Vice President/Director of Operations**

F. Michael DiGianao has recently joined Hunneman Investment Management having previously served as Vice President for Development and Construction for Combined Properties, Inc., a North Shore real estate development/management company with approximately three million square feet of commercial real estate. Prior to that position Mike was the Director of Community Development for Peabody Massachusetts, where he was responsible for city master planning, administration of zoning and subdivision regulations, capital improvements programming, city inspectional services and public properties.

### **Mark W. Hall, Senior Vice President and Director -Asset Management**

Mark Hall has over twelve years of experience in all facets of real estate development. In addition, Mr. Hall from 1984-86 worked at First Winthrop Corporation as Vice President and Wholesaler, where he was involved with the structuring and marketing of over \$200 million dollars in commercial and residential real estate. Mark has focused his attention during the past 1.5 years on the development of products and services which address the needs of the institutional owner of distressed real estate assets.

### **John J. Murphy, Director of Client Accounting**

John Murphy is a graduate of Suffolk University where he received a B.S. in Business Administration with a major in accounting. He served as a Vice President of Finance and Corporate Accounting for the Codman Company prior to joining Hunneman. He has thirteen years of experience in real estate client reporting and is keenly aware of the importance of providing accurate and timely financial information to a variety of institutional owners in the capacity of a fee manager.



# **HUNNEMAN**

**CURRENT RETAIL PROJECTS MANAGED OR LISTED**



# HUNNEMAN

RETAIL PROPERTIES  
MANAGED OR LISTED

CLAREMONT PLAZA  
220,000 SQFT

CENTER PINARD  
32,000 SQFT

LORDEN PLAZA  
126,000 SQFT.

SALEM PLAZA  
40,000 SQFT

BILLERICA COMMONS  
96,000 SQFT.

CROSS ROADS PLAZA  
180,000 SQFT

AMESBURY PLAZA  
42,000 SQFT.

T.J. MAXX PLAZA  
162,000 SQFT

HARBORSIDE MALL  
(SOLD)

NORTH RIVER PLAZA  
250,000 SQFT.

BRICKYARD PLAZA  
40,000 SQFT.

FAUNCE CORNER  
CROSSING  
(SOLD)

BALD HILL PLAZA  
127,000 SQFT

MILL TOWN PLAZA  
100,000 SQFT

10 MILE RADIUS OF BOSTON

GALLERIA AT HARVARD SQUARE (CAMBRIDGE)  
EXETER STREET THEATRE BUILDING (BOSTON)  
325 HARVARD STREET (BROOKLINE)  
607 BOYLSTON STREET (BOSTON)  
20 NEWBURY STREET (BOSTON)  
116 NEWBURY STREET (BOSTON)



# **DESIGN SUBMISSION**



## Design Submission:

### Project Description;

The project consist of the construction of 5 to 6 buildings located around the perimeter of the site, creating a "U" shape, with an internal parking courtyard. The new buildings are located to align with the existing buildings on the site and to align with some of the existing streets that previously traversed the site. The purpose of locating the buildings in this configuration is so as to avoid the existing utilities under these streets and to respect the existing building facade lines. The buildings are one, two and three storey's in height. The heights would be lower than the tall Whittier Street Housing buildings, but comparable in height with the ORC building height and some of the low rise buildings at Whittier St.

The large supermarket building (Bldg. "A") is located away from the Whittier St. Housing Development so as to remove the delivery's and trucks away from disrupting the housing. The proposed supermarket, has it's entrance located on the very corner of the building which is also at the mid point of the site frontage, and at the former Vernon Street connection to Tremont Street. Neighborhood retail shops have been located along the Tremont street facade so as to provide some activity along this major street and to the face the side wall of the supermarket, with active users. The supermarket, while oriented toward the parking court, will have frontage on Tremont street for visibility. The building has a second floor office component that anchors the building at mid block and provides variety to this long facade.

Building "D", the office / retail building, is three storey's tall and matches the height of the Whittier street Health Center building, and acts to anchor the base of the Parking court yard. The height of the building creates a primary image for the development and its materials and details will be used throughout the project.

### Description of Materials:

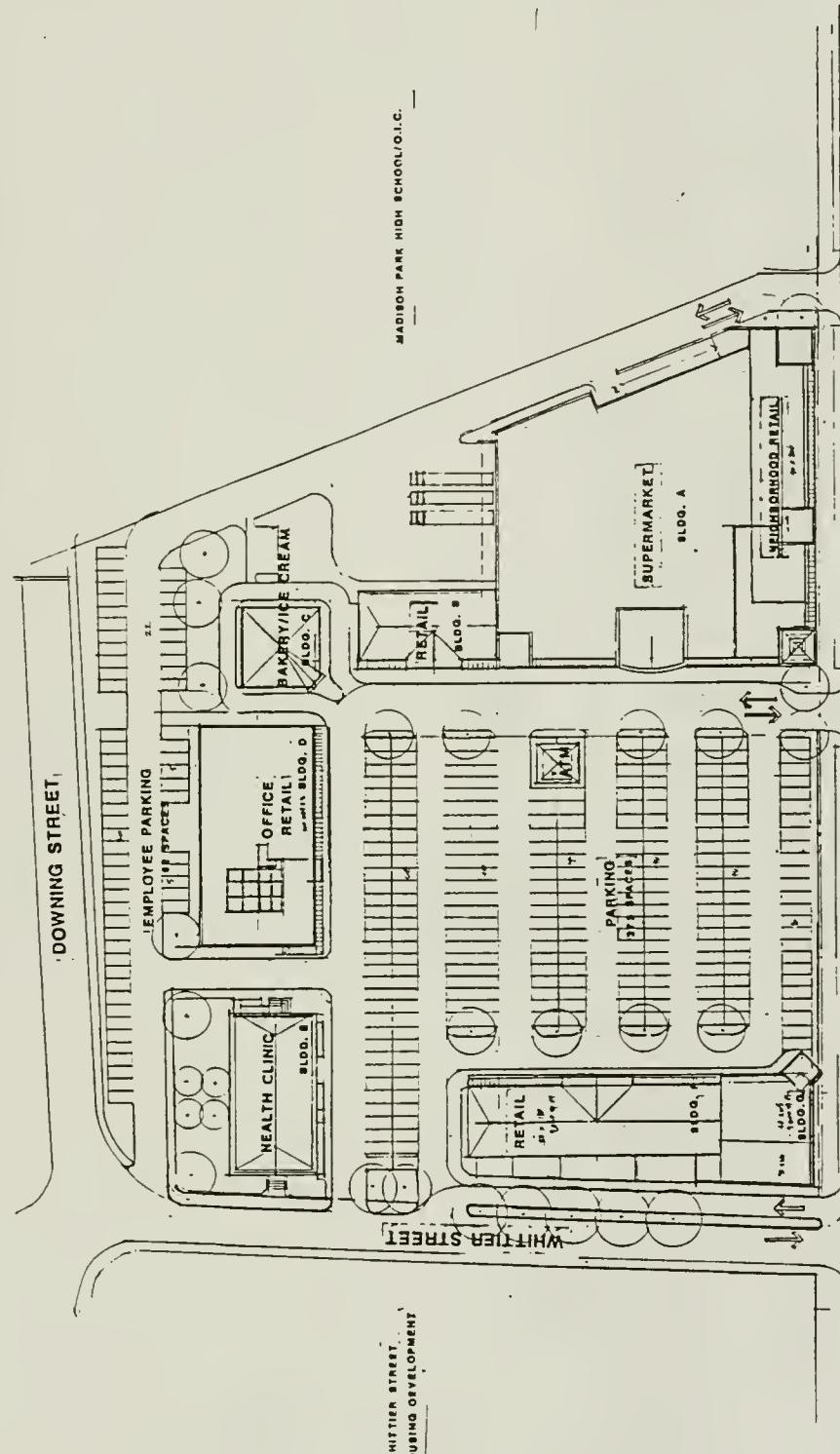
A consistency of materials is proposed for use on all of the buildings in order to create a general character for the development. The materials will primarily be masonry and steel. All store fronts will be in a color and will be 2" thin line mullions. the development will be required to have security grates on all of the storefront windows. We will of course use the "see - thru" grilles.



RUGGLES  
PLAZA  
SHOPPING  
CENTER

TREMONT STREET  
ROXBURY, MA  
RUGGLES/ASSOCIATES  
220 W CANTON STREET  
BOSTON, MA 02116

DOWNING STREET



SITE PLAN

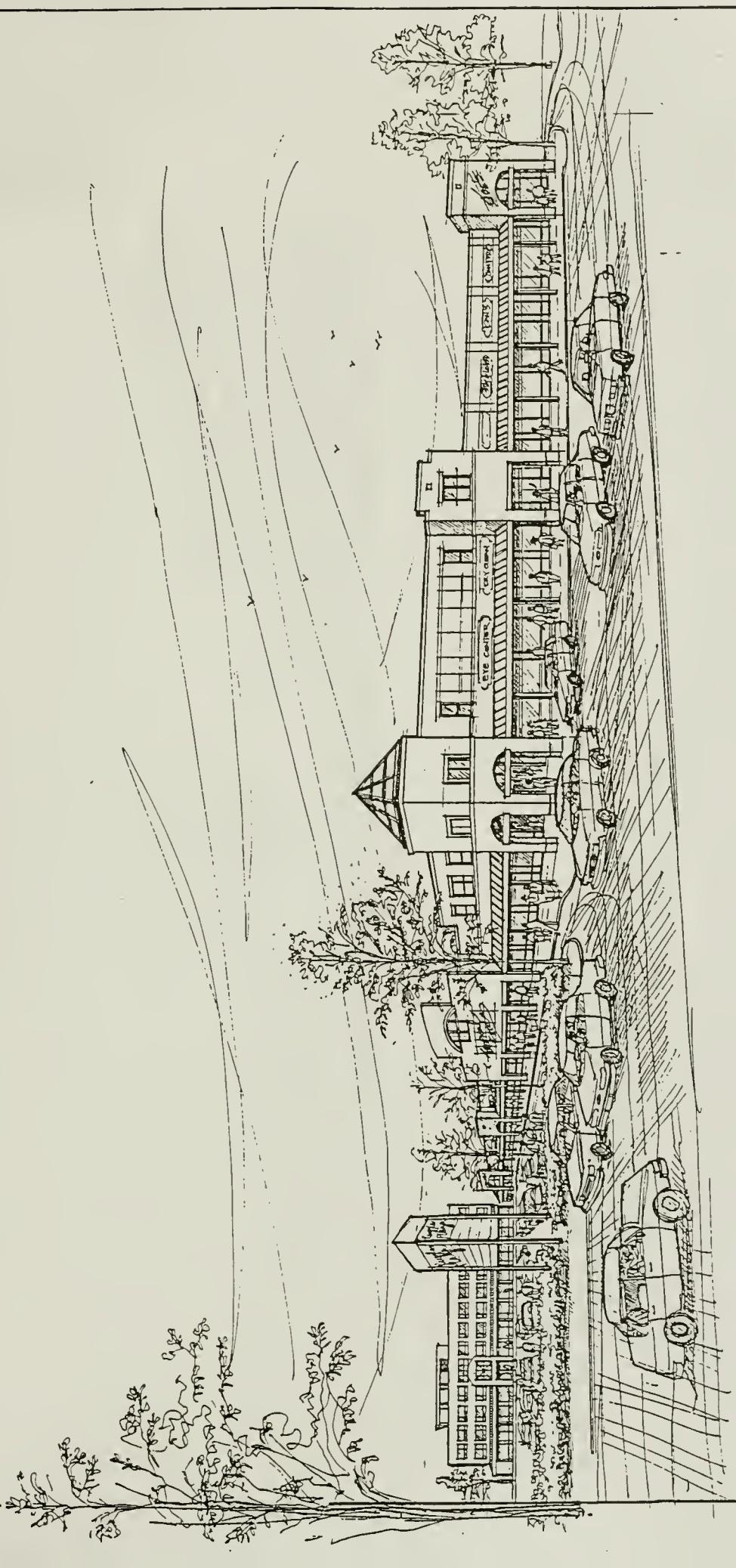
SCALE: 1" = 100'



TREMONT STREET

URBAN ACCESS INC.  
ARCHITECTS & PLANNERS  
220 W CANTON STREET  
BOSTON, MA 02116

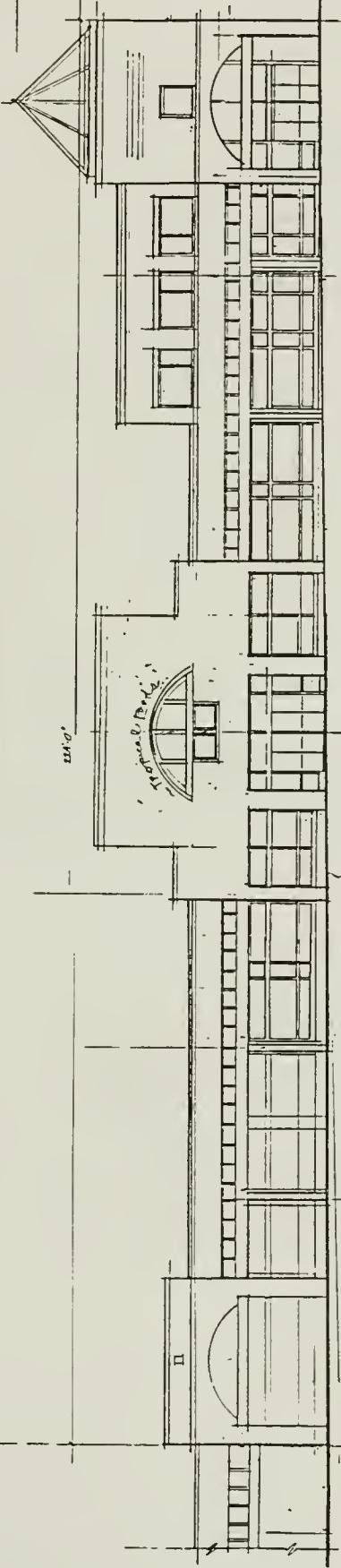




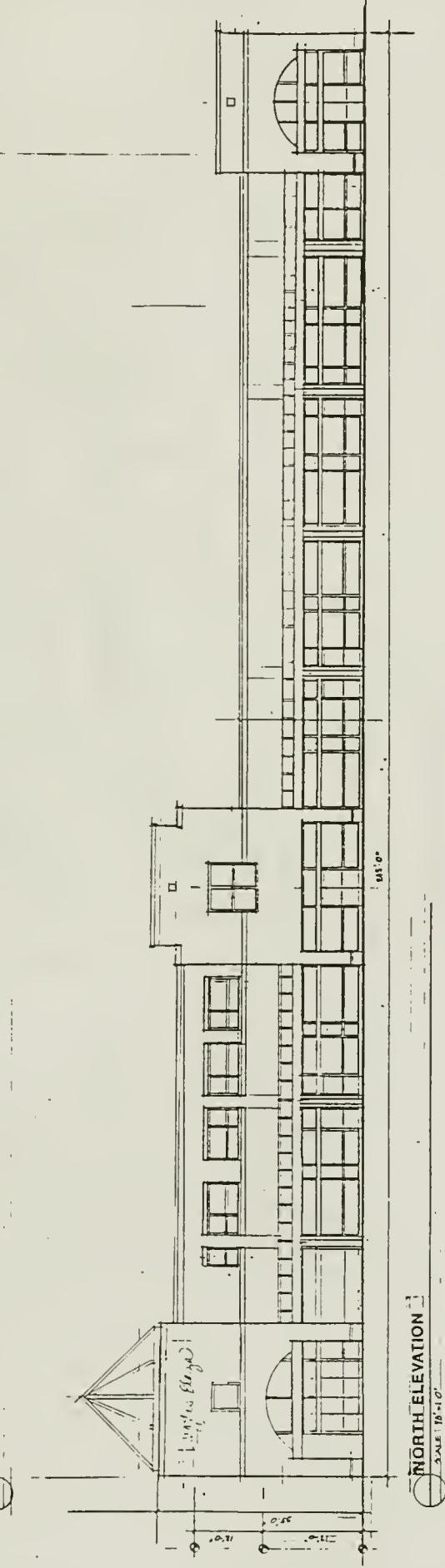


RUGGLES  
PLAZA  
SHOPPING  
CENTER

TREMONT STREET  
ROXBURY, MA  
RUGGLES PLAZA ASSOCIATES  
20 W CANTON STREET  
BOSTON, MA 02114



BUILDING A - EAST ELEVATION



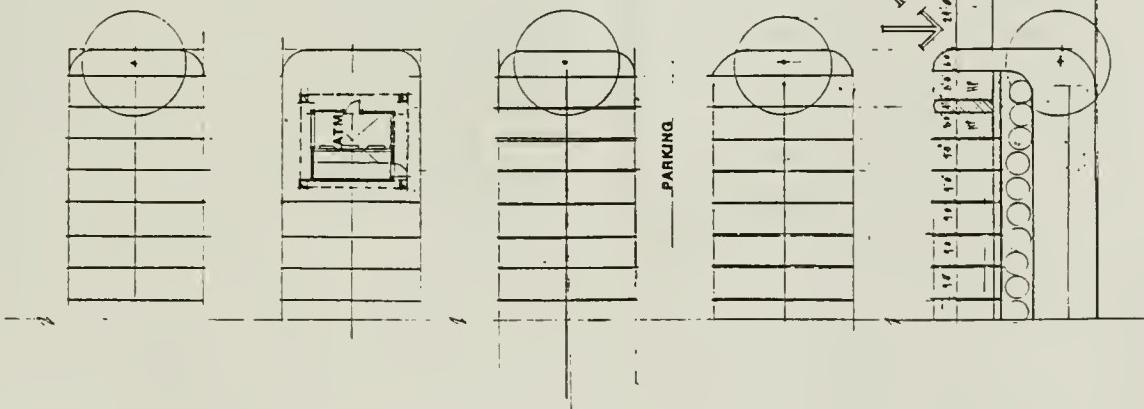
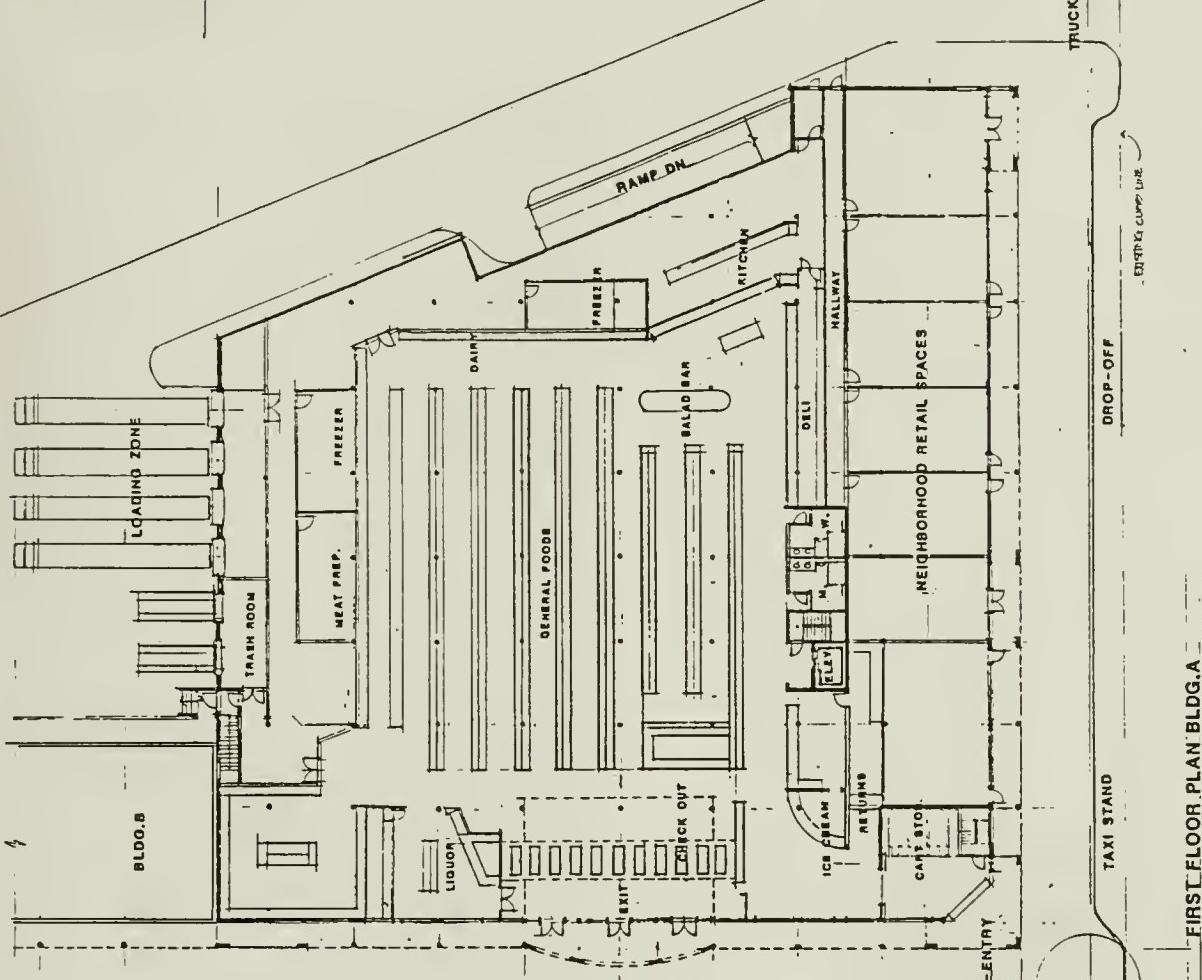
NORTH ELEVATION  
SCALE 10'-0"

URBAN ACCESS INC.  
ARCHITECTS & PLANNERS  
20 W CANTON STREET  
BOSTON, MA 02114



RUGGLES  
PLAZA  
SHOPPING  
CENTER

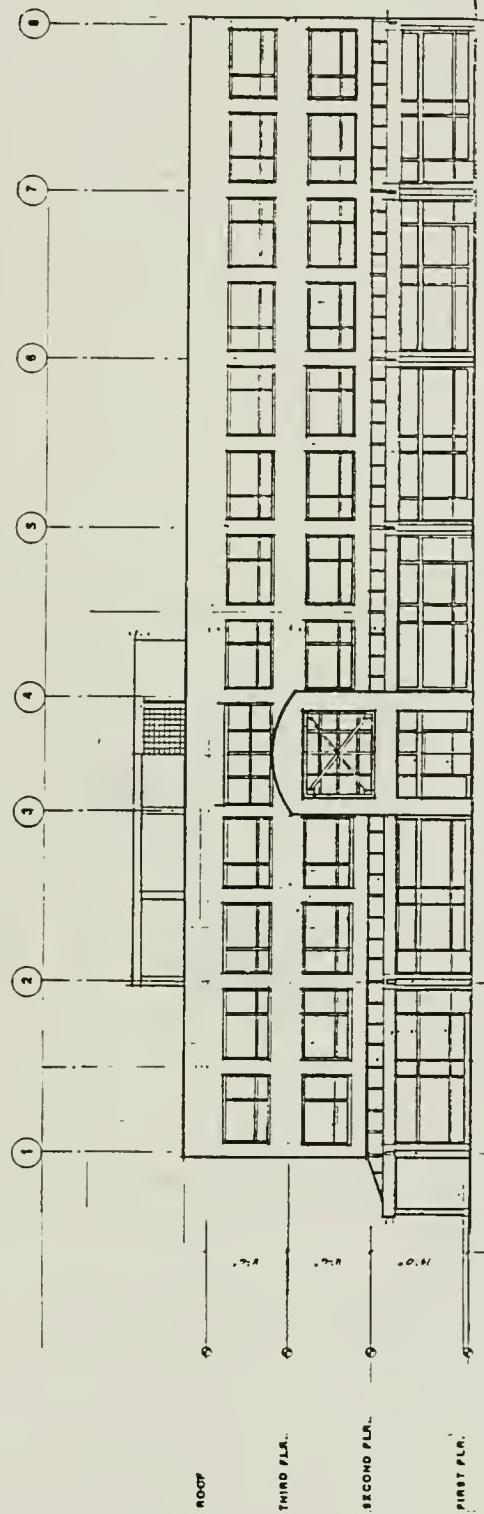
TRIMONT STREET  
ROXBURY, MA  
RUGGLES PLAZA ASSOCIATES  
EXHIBITION STUDIO  
BOSTON, MA 02119



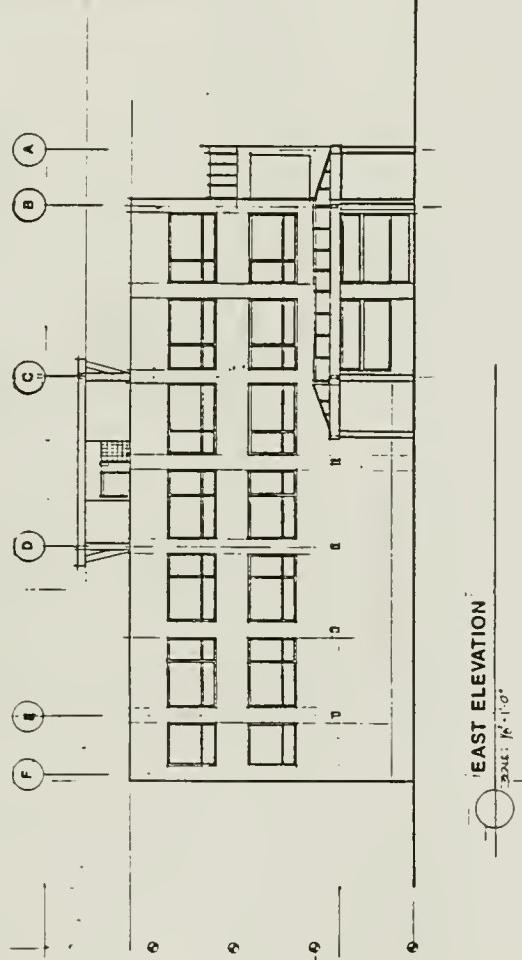


RUGGLES  
PLAZA  
SHOPPING  
CENTER

TRIMONT STREET  
ROXBURY, MA.  
RUGGLES PLAZA ASSOCIATES  
20 W CANTON STREET  
BOSTON, MA 02116



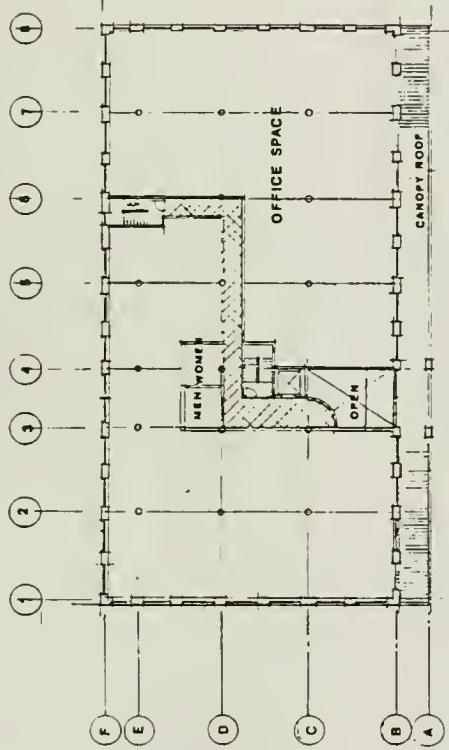
BUILDING D [NORTH ELEVATION]





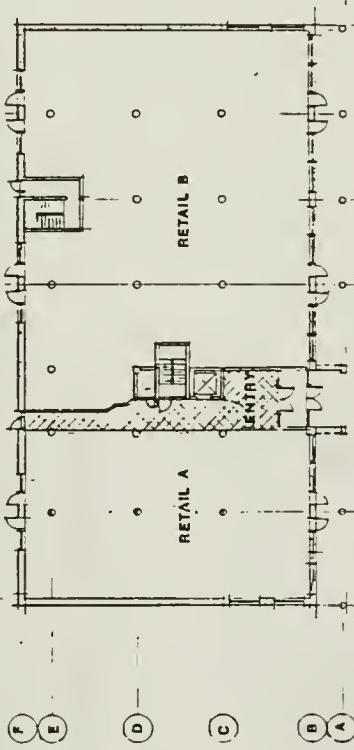
RUGGLES  
PLAZA  
SHOPPING  
CENTER

TREMONT STREET  
ROXBURY, MA  
RUGGLES PLAZA ASSOCIATES  
20 W CANTON STREET  
BOSTON, MA 02114



SECOND & THIRD FLOOR PLAN (TYP.)

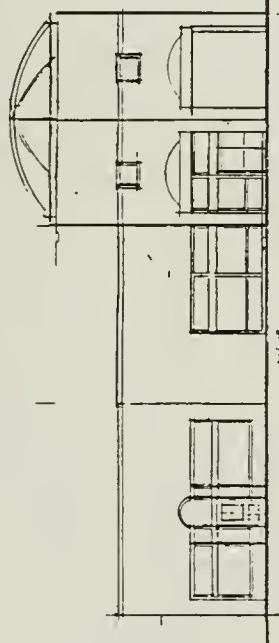
TO EMPLOYEE PARKING



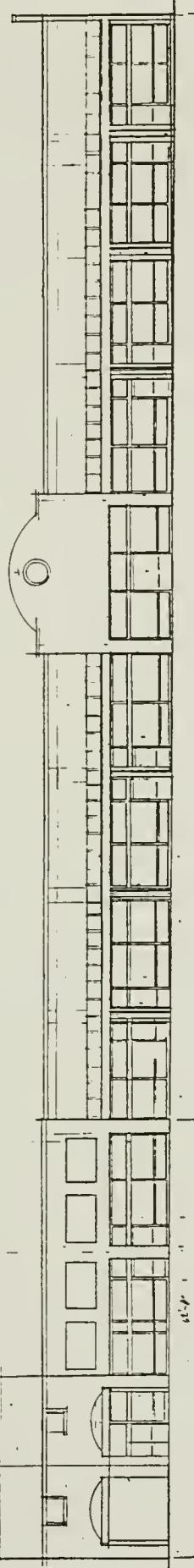
FIRST FLOOR PLAN



RUGGLES  
PLAZA  
SHOPPING  
CENTER  
TREMONT STREET  
ROXBURY, MA  
RUGGLES PLAZA ASSOCIATES  
20 W CANTON STREET  
BOSTON, MA 02115



BUILDING G & F WEST ELEVATION

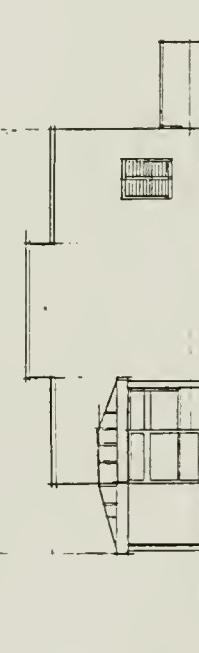


TREMONT STREET VIEW

BUILDING G & F PARKING LOT. VIEW

21' 0"

10'



BUILDING F SOUTH ELEVATION



# **FINANCIAL SUBMISSION**



### Financing Plan

We have been working with Zealand Corporation, an investment banking firm, to arrange both debt and equity financing for the project.

The project will require debt financing of approximately \$11 million. We have received an expression of interest from Fleet Bank. A copy of their letter is included in this section. We have had other discussions with area banks and have received favorable responses.

Equity financing will be provided by Zealand Corporation (as a direct investment) and O'Donnell Development Corp. Copies of their letters of intent along with background summaries are included in this section.



Project: Parcel 3  
 Developer Ruggles Plaza Associates

Date December 7, 1992  
 Contact Person Daniel Ocasio  
 Telephone # 262-5159

COMMERCIAL DEVELOPMENT PRO FORMA

(Estimates in 1992 Dollars)

	\$	\$
<b>TOTAL HARD COSTS</b>		<u>8,970,000</u>
Rehabilitation		NA
New Construction	<u>\$47.13 /GSF</u>	<u>7,070,000</u>
Parking		NA
Site Improvements	<u>\$6.44 /LSF</u>	<u>1,900,000</u>
Tenant Improvements		NA
Office		
Retail		
<b>TOTAL SOFT COSTS</b>		<u>4,217,900</u>
Architect / Engineering		<u>627,900</u>
Marketing / Brokerage / Advertising		<u>600,000</u>
Developer's Fee		<u>900,000</u>
Legal		<u>150,000</u>
Permits & Fees		<u>100,000</u>
Construction Loan Interest:		<u>450,000</u>
15 mos.		
9%		
4,000,000 average balance		
Financing Fees	2 pts	<u>220,000</u>
Real Estate Taxes and Linkage		
during Construction (15 mos)		<u>100,000</u>
Lease Payment		NA
Other Related Costs*		<u>1,070,000</u>
<b>CONTINGENCY</b>	7.4% of hard costs	<u>667,600</u>
<b>TOTAL DEVELOPMENT COST</b>		<u>13,855,500</u>
<b>Soft Costs as % of Hard Costs</b>		<u>47%</u>
<b>Soft Costs as % of Total Development Cost</b>		<u>30%</u>
<b>Total Development Cost / GSF</b>		<u>\$92.37</u>

\* Other Related Costs:

Developer Overhead	\$	300,000
Investment Banking Fees		220,000
NCAA Contribution		350,000
Accounting Fees		50,000
Insurance		50,000
Project Management & Clerk		<u>100,000</u>
<b>Total</b>		<u>1,070,000</u>



## COMMERCIAL OPERATING PRO FORMA (STABILIZED)

COMMERCIAL INCOME					
Base year rents					
Office:	\$10.00 /RSF				
Retail:	50,000 NSF @				
Parking: N/A	\$15.00 /NSF				
Supermarket:	40,000 NSF @				
Supermarket:	35,000 NSF @				
(basement)	\$3.00 /NSF				
YEAR:	1	2	3	4	5
					6
<b>POTENTIAL GROSS INCOME</b>					
VACANCY @ 5%					
<b>EFFECTIVE GROSS INCOME</b>					
Less: OPERATING EXPENSES					
Office	\$5.60 x	25,000 RSF			
Retail	\$5.00 x	90,000 NSF			
Basement	\$3.71 x	35,000 NSF			
TOTAL		<u>719,850</u>			
Less: REAL ESTATE TAXES (Increase @ 5.0% in 6th year)					
Office	\$2.30 x	25,000 RSF			
Retail	\$2.30 x	125,000 NSF			
TOTAL		<u>345,000</u>			
Plus: EXPENSE RECOVERY @ 95%					
		<u>1,011,608</u>	<u>1,032,123</u>	<u>1,053,254</u>	<u>1,075,020</u>
Less: Educational & Athletic Plan Contribution					
NCAA Payment					
TOTAL		<u>10,000</u>	<u>10,000</u>	<u>10,500</u>	<u>10,500</u>
NET OPERATING INCOME					
DEBT SERVICE					
{ 8.50% on \$11,052,000 for 25 years)		<u>1,079,910</u>	<u>1,079,910</u>	<u>1,079,910</u>	<u>1,079,910</u>
CASH FLOW		<u>337,598</u>	<u>376,576</u>	<u>390,172</u>	<u>404,386</u>
RETURN ON EQUITY					
(Before Tax Cash Flow/Equity)					
RETURN ON TOTAL DEVELOPMENT COST					
(Net Operating Income/Total Development Costs)					



COMMERCIAL OPERATING PRO FORMA (STABILIZED)

DEC 06 '92 15:14 MORNEAU & CO., P.C. 508-655-9926





John E. Marston  
Senior Vice President

December 4, 1992

Stuart M. Rose  
President  
Zealand Financial Management, Inc.  
One Apple Hill  
Natick, MA 01760

Re: Ruggles Plaza Associates, (B.R.A., Parcel 3)

Dear Stuart:

This letter is to indicate Fleet's strong interest, from a community reinvestment perspective, in providing the financing for your team's proposed development of the Parcel 3 site, should you be designated by the City of Boston.

Fleet is committed to the economic growth of this area. The minority control and the depth of minority involvement on your project team is admirable and represents a team that will be sensitive and constructive to the community. It is evident that you have communicated with numerous community organizations to solicit their input and support. Your commitment to creating employment opportunity for neighborhood residents for the construction process and permanent employment with the tenants is important. Your desire to attract national tenants to the site is positive for both making their services and products available to the community and to strengthen the credit-worthiness of your project. However, I appreciate your commitment to making space available for local merchants and your plan to create space for entrepreneurial minority businesses.

The inclusion of O'Donnell and Zealand as limited partners, and Morneau & Co. as project accountants is beneficial for the financing in providing the necessary equity investment and financial management and control.

We are pleased to have the opportunity to respond to your request and look forward to a positive response to your proposal.

If you have any questions, please do not hesitate to give me a call.

Very truly yours,

A handwritten signature in black ink, appearing to read "John E. Marston".  
John E. Marston  
Senior Vice President



O'DONNELL DEVELOPMENT CORPORATION  
111 SIXTH STREET  
CAMBRIDGE, MA 02141

December 4, 1992

Stuart M. Rose  
Zealand Corporation  
One Apple Hill  
Natick, MA 01760

Re: Limited Partnership Investment  
Ruggles Plaza Associates Limited Partnership

Dear Stuart:

O'Donnell Development intends to invest an appropriate amount of equity for your proposed development of the Boston Redevelopment Authority Parcal 3 site, subject to your group's designation by the City of Boston within the next four months.

Please let me know if I can be of any further assistance. Meanwhile, I look forward to your success in the designation process.

Very truly yours,



Joseph J. O'Donnell



## JOSEPH J. O'DONNELL

Joseph O'Donnell owns Boston Concessions Group, Inc. which manages approximately 200 foodservice operations in ski areas, amusement parks, restaurants, and theatres in 25 states. Through Theatre Merchandising, a wholesale division of the company, BCG supplies goods to over 300 theatres throughout New England. In addition, the company owns and operates a number of other leisure-time/recreation oriented facilities such as indoor theatres, ski areas and water parks. Mr. O'Donnell also owns Allied Advertising Agency, Inc., based in Boston with offices in New York City, Rochester, NY and Philadelphia. Allied is the leading advertising and public relations firm in the motion picture industry.

Mr. O'Donnell graduated from Harvard College in 1967 and Harvard Business School in 1971. From 1971 to 1976 Mr. O'Donnell was Associate Dean of Students for the MBA Program and later, Administrative Director for the Program for Management Development, both at the Harvard Business School.

Mr. O'Donnell is active in many community and professional activities. He is a Trustee of the National Cystic Fibrosis Foundation, the Joey Fund, a Director of the Associates of the Harvard Business School and a member of the following Visiting Committees at Harvard College; Committee to Visit the College, the Committee on University Resources, and the Committee on College Athletics.

He is also a Director of the following trade associations: the National Association of Concessionaires, the New England Association of Amusement Parks and Beaches, Theatre Owners of New England and the Variety Club of New England.

Mr. O'Donnell is a Director of two publicly owned companies: BE Avionics, Inc. and the Westwood Group, Inc. He is also a Director of the following privately held companies: Applied Extrusion Technology, Inc., Rochester Shoe Tree Co., Inc., Mar Test, Inc., Lovisco Co., Jiminy Peak Ski Area, Magic/Bromley Mountain Properties, Inc., Greek Peak Ski Area, and Sugarloaf Mountain Corporation.

Mr. O'Donnell lives in Belmont with his wife Kathy and two daughters Kate, 4 and Casey, 2.



# ZEALAND CORPORATION

1 Apple Hill  
Box 8180  
Natick, MA 01760

Telephone: (508) 651-3734  
Telecopier: (508) 655-9926

November 23, 1992

Daniel Ocasio  
Ruggles Plaza Associates Limited Partnership  
230 West Canton Street  
Boston, MA

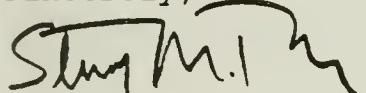
Re: B.R.A. Parcel P-3

Dear Dan:

This letter is to confirm our intention to invest up to \$500,000 for a limited partnership interest. We understand that the size of investment is subject to a final determination of the total equity required and the amount of participation by other investors.

I have enjoyed working with both you and Russell Hill in evaluating this development. If you have any questions or need any additional information, please do not hesitate to contact me.

Sincerely,



Stuart M. Rose  
President



Summary Corporate Background

Zealand Corporation  
Zealand Financial Management, Inc.

Zealand Corporation and it's affiliate Zealand Financial Management, Inc. (collectively "Zealand") provides investment banking and consulting services to middle-market real estate developers, manufacturing, service and retail organizations. Approximately 50% of Zealand's effort has been structuring and obtaining financing for community development projects. Over the last 18 months some of these projects include a retail shopping plaza (J.P. Plaza) adjacent to the Bromley-Heath Housing Project, a new 82 bed nursing home in Chelsea, and several community residences for emotionally disturbed children. During this period some non-community development projects include financing for a suburban Boston shopping center, a full service medical clinic, a \$70 million high technology merger, purchase negotiations, construction management and financing of a corporate headquarters and manufacturing facility, and several work-out engagements in various industries.

Zealand also makes direct loans and investments. In this capacity, Zealand has directly financed approximately \$2 million during the first 9 months of 1992.

Stuart M. Rose is the president of Zealand. From 1987-1989 Mr. Rose was a founder and the Chief Financial Officer of Signature Financial Group, which is a sponsor, underwriter and administrator of private label mutual funds for banks and other organizations. Signature is widely regarded as the most successful joint venture to date between banks and mutual funds.

From 1978-1987 he was the Chief Financial Officer of C.D.A., Inc., a high technology manufacturer.

Earlier experience includes positions in a regional C.P.A. firm and in the criminal division of the Mass. Attorney General's Office.

Mr. Rose is a C.P.A. and has an M.B.A. from Suffolk University and a B.S. degree in accounting from Bentley College. He is 41 years old and a lifelong resident of Massachusetts. Mr. Rose is married with one child and lives in Lincoln, Mass.



# **PROPOSALS TO THE EXISTING TENANTS**



RUGGLES PLAZA ASSOCIATES

September 14, 1992

Mr. Elmer R. Freeman  
Executive Director  
Whittier Street Neighborhood  
Health Center  
20 Whittier Street  
Roxbury, MA. 02120

Re: Proposed Shopping Center - BRA Parcel 3

Dear Elmer:

We want to thank you for the opportunity to meet with you last week regarding our proposal for the development of BRA Parcel 3. We are very interested in having the Whittier Street Health Center in our proposed development and see your inclusion as both a compatible and rational extension of the shopping center.

During our meeting you indicated two (2) primary objectives for the Center: 1) ownership of your facility and 2) a long term interest in an adaptive reuse for 20 Whittier Street. Our site plan provides for a 3-story building with retail on the ground level and office space above. The floor sizes are approximately 13,000 sq. ft. per floor. If necessary this building could be expanded to offer the Center the 30,000 sq. ft. it requires. The ground level is already committed to a national pharmacy. In addition, a government (social services) agency has also expressed an interest in office space. Accordingly, this promises to be a "theme building" in which the providers can achieve a maximum efficiency in the delivery of health care services.

Ruggles Plaza Associates is prepared to assist the Whittier Street Health Center in achieving its objectives including an ownership interest in the building housing the Center. We believe that Parcel 3 offers you a smooth transition of services while facilitating the Center's long-term interest in 20 Whittier Street. As abutters we of course would have a mutual interest in the future of 20 Whittier Street.

Aside from the obvious advantages associated with the opportunity to be in close proximity to a pharmacy, generous parking and numerous on-site amenities our team offers you a wealth of resources to deliver your facility. The Ruggles Plaza Associates team has

- o Experience and expertise in the design/development of health care facilities.
- o Strong financial resources to deliver the project.

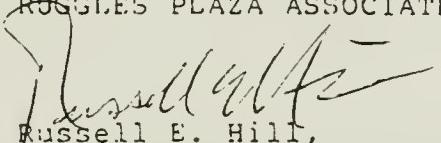


Page Two  
Elmer Freeman

- o A SOMBA-certified minority general contractor.
- o A deep commitment to work with community organizations to formulate a cohesive project designed to improve the access and delivery of services to Roxbury residents.

We plan to develop a shopping center on Parcel 3 which contains approximately 135,000 sq. ft. The project will have Tropical Foods as its anchor tenant and several other national tenants offering a variety of neighborhood services. We extend this invitation to the Whittier Street Health Center in hopes that you will join us at this landmark development. At a minimum we would like to have your support of our project and ask that you provide us with a letter indicating same for our inclusion in our response to the BRA. Thank you.

Sincerely,  
RUGGLES PLAZA ASSOCIATES

  
Russell E. Hill,  
Principal

Mailing address:

230 W. Canton Street  
Boston, MA. 02116



**RPA**

**RUGGLES PLAZA ASSOCIATES**

230 W. Canton Street • Boston, MA. 02116

December 4, 1992

Mr. Fred Hamlett  
Hillside Shelter Care  
1542 Columbus Avenue  
Roxbury, MA. 02119

Re: Connolly's Tavern

Dear Fred:

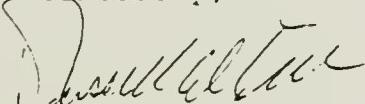
In follow-up to our meeting of November 19, 1992 I want to take this opportunity to reiterate our interest in finalizing a business arrangement with you and your partners. As you will recall we have now met on three (3) separate occasions.

At the conclusion of the aforementioned (taped) meeting it is my understanding that we have agreed as follows:

1. Connolly's shall remain in its present location; Ruggles Plaza Associates ("RPA") will incorporate the building into the design of the shopping center and reface the buildings' exterior.
2. Connolly's will pay a substantially below market base rent as quoted, plus its proportionate share of the common area maintenance (estimated at 1%) for the development.
3. Connolly's will be offered a long-term lease for its continued operation in this location.
4. To the extent that you and your partners wish to renovate the building interior RPA has agreed to assist in the planning, construction and financing of such improvements and amortize this expense into your lease (rental) payments. Furniture and fixture items are excluded.

We look forward to working with you on BRA Parcel-3 and would appreciate your acknowledgement of our discussion at your earliest convenience.

Sincerely,

  
Russell E. Hill  
Principal

REH:xr



**LETTERS OF INTEREST  
FROM POTENTIAL TENANTS**



# *Tropical Foods International*

2101 Washington Street Roxbury MA 02119

September 29, 1992

Ruggles Plaza Associates

230 West Canton Street

Boston, MA 02116

Attn: Daniel Ocasio, AIA

Re: BRA Parcel-3, Roxbury, MA

Gentlemen:

In accordance with our discussions of the past several weeks this is to confirm the strong interest of Tropical Foods in negotiating a long-term lease with Ruggles Plaza Associates at the above referenced development site.

As you know Tropical Foods has been in Dudley Square for over 25 years. During this time our business has grown considerably in direct proportion to the remarkable ethnic diversification of the Roxbury/Dorchester community. Indeed, our business has outgrown our current facility and we desperately need to expand in order to handle the current and future potential volume. It is our intent, however, to maintain a food store at our present (Dudley) location.

In relocating to Parcel 3 we are projecting a requirement for a 40,000 square foot supermarket, plus a wholesale cash/carry food operation on the lower level. This latter operation would service:

1. the Hispanic and West Indian food stores, restaurants and the local communities food pantries like the Warwick House and A.B.C.D.
2. R.P.A. has our full support and our commitment to work together to achieve designation by the Boston Redevelopment Authority for your development entity. I look forward to working with you on this team to take a giant step towards rebuilding one of Boston's most impoverished communities



# *Tropical Foods International*

2101 Washington Street Roxbury MA 02119  
( 617 ) 442 - 7493

We currently employ 80 people of whom 90 percent are from the Roxbury/Dorchester community. We anticipate 120 employees in our new store working on 3 shifts, 7 days per week. Tropical Foods has thrived in Roxbury over the past 25 years and we would like to remain in the community.

Our business has now reached a sales volume which dictates expansion and we believe that BRA Parcel 3 would be a strategically ideal location for serving an even larger community. Our independent financial consultants have reviewed our financial data and concur that we have both the sales and capacity for our proposed expansion. Accordingly, it is with great pride and enthusiasm that we announce our commitment to work with Ruggles Plaza Associates and become their anchor tenant for the proposed shopping center.

*Ronn Garry*  
Yours truly,  
Ronn Garry  
PRESIDENT



DARTMOUTH STREET VISION CENTER  
130 DARTMOUTH ST.  
BOSTON, MA 02116  
TELEPHONE (617) 266-8188

Dec. 5, 1992  
Ruggles Plaza Associates  
230 W. Canton Street  
Boston, MA. 02116

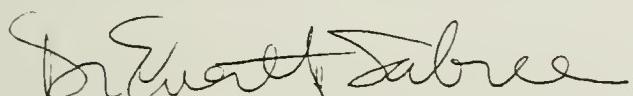
Re: Ruggles Plaza Development on Tremont Street

We are pleased to hear about the proposed development of "Ruggles Plaza Shopping Center to be located along Tremont Street and Ruggles Street in Roxbury. I Would like to express our extreme interest in locating a second "Vision Center" within the development. Currently we have one office located at 130 Darmouth Street in Boston. We would like a space approximately 1,100 to 1,200 square Feet, located on the street level, in a high foot traffic area.

Please feel free to contact me at ( 617 ) 266-8188 between 9:30 to 6 pm as your plan progresses.

Thank You  
Sincerely Yours;

Dr. Everett Sabree





October 27, 1992

Cambridge Business Center  
432 Columbia Street  
Cambridge, Massachusetts 02141  
(617) 864-8600  
FAX (617) 864-0933

Mr. John J. Friel  
Real Estate Specialist  
U.S. General Services Administration  
O'Neill Federal Building  
10 Causeway Street  
Boston, MA. 02222

Re: Ruggles Plaza - Roxbury, MA.

Dear John:

I would like to take this opportunity to thank you and other officials of GSA and Social Security for inviting us to present our proposal for the shopping center development referenced above. We are continuing to develop our plans and would like to update you as outlined below.

First, the BRA has announced an extension of the proposal submission date from October 23, 1992 to December 7, 1992. While this extension is regretable we do not anticipate that this will effect our proposed construction schedule.

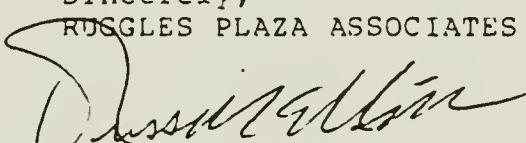
Secondly, I am pleased to advise you that we have now increased the size of the plaza from 70,000 SF to 150,000 SF. Tropical Foods, our anchor tenant, represents 70,000 SF of this total and we have interest from both national and local retailers for the balance. A copy of our revised site plan is enclosed for your review.

Finally, with regard to the Social Security requirement I am understood that their requirement is for approximately 7,000 SF of office space. The floor plates for our (3-story) building will be 12,000 SF. This will be a first-class, barrier free office building complete with a roof deck. We plan to provide both on-site and electronic (CCTV) security. And, of course, there will be abundant parking and numerous on-site amenities.

We thank you for your continued interest in Ruggles Plaza and look forward to working with you in the near future.

Sincerely,

RUGGLES PLAZA ASSOCIATES

  
Russell E. Hill,  
Principal

Enclosure





# Rite Aid Corporation

• MAILING ADDRESS:  
PO BOX 3165  
HARRISBURG, PA 17105

• GENERAL OFFICE:  
RAILROAD AVE & TRINDE RD  
SHIREMANSTOWN, PA 17011  
(717) 781-2633

• DIRECT DIAL NUMBER:  
(203) 561-4310

July 24, 1992

Russell E. Hill  
R.E. Hill & Company Inc.  
Cambridge Business Center  
432 Columbia St.

Cambridge, MA 02141

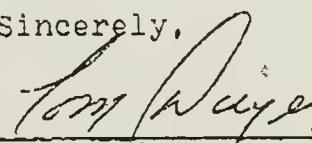
RE: Rite Aid Drug @  
Proposed S/C  
Tremont St.  
Roxbury, MA

Dear Russell:

Please accept this letter as an expression of interest in the subject project on behalf of Rite Aid Corporation. Of course this expression of interest is in no way intended to be binding on either party, as such is contingent upon approval by Rite Aid Corporation's real estate committee and execution of a mutually satisfactory lease agreement. I've enclosed a copy of the annual report.

If you should have any questions, do not hesitate to contact me. I look forward to working with you on this project.

Sincerely,

  
Thomas F. Dwyer

cc: Project File





McDonald's Corporation  
890 Canton Street  
Westwood, Massachusetts 02090  
(617)329-1450  
Fax: (617)329-8782

June 16, 1992

Mr. Russell Hill  
R.E. Hill and Company, Inc.  
Cambridge Business Center  
432 Columbia Street  
Cambridge, MA 02141

Dear Russell:

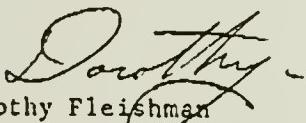
This is to confirm my company's interest in developing a McDonald's restaurant on the site you presented at the corner of Tremont and Whittier Streets in Roxbury. This is a market that we identified for development and are only too happy to begin the process of development.

As the sketch you received shows, our building footprint is approximately 3,000 square feet, with an additional 8,000 square feet for a drive-thru lane and curbing.

Once you have reviewed the sketch, please let me know if it meets your requirements. I look forward to speaking with you soon.

Very truly yours,

MCDONALD'S CORPORATION

  
Dorothy Fleishman  
Real Estate Representative

DF/che



# Payless ShoeSource

REAL ESTATE OFFICE

July 15, 1992

Mr. Russell Hill  
R.E. Hill & Company, Inc.  
432 Columbus Street  
Cambridge, MA 02141

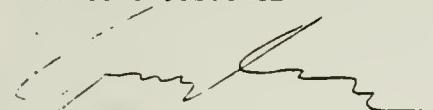
RE: Proposed Shopping Center (Roxbury) - Boston, MA

Dear Mr. Hill:

After reviewing your information, I would like to advise you that we would be interested in locating in the above referenced project, parallel to Tremont St. This is, of course, subject to a mutually acceptable lease and higher management approval of Payless ShoeSource.

Sincerely,

PAYLESS SHOESOURCE



Joe Celeste  
Real Estate Representative



**AMERICAN STORES PROPERTIES, INC.**

June 12, 1992

Mr. Russell E. Hill  
R.E. HILL & COMPANY, INC.  
Cambridge Business Center  
432 Columbia Street  
Cambridge, Massachusetts 02141

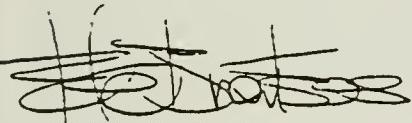
Re: Proposed Retail Center (Roxbury)  
Boston, Mass.

Dear Mr. Hill:

I reviewed with some interest your correspondence of June 3, 1992 regarding a proposed retail center near the planned Ruggles Center in Roxbury, Mass. I have been hearing rumors of possible developments in the Ruggles area for some time now and I look forward to something concrete finally being developed.

While American Drug Stores, Inc. will not make any commitments relative to any preleasing efforts, I will consider any substantive proposals that are forwarded to my attention.

Sincerely,



Peter M. Bratsos  
Director of Real Estate

PB:tmk/0445W56

*Corporate Offices*

709 EAST SOUTH TEMPLE / SALT LAKE CITY, UTAH 84102  
PO BOX 27447 / SALT LAKE CITY, UTAH 84127-0447  
TELEPHONE (801) 539-0112 (800) 541-2863 / FAX (801) 537-7808

A Subsidiary of American Stores Company



# DUNKIN' DONUTS®

June 19, 1992

THE WALDWIN GROUP  
P. O. Box 465  
Boston, MA. 02125

Mr. Russell Hill  
R. E. Hill & Company, Inc.  
432 Columbia Street  
Cambridge, MA. 02141

Dear Russell:

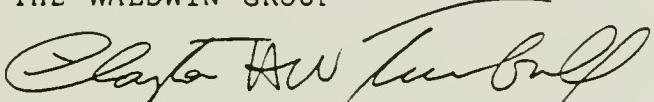
Thank you for the information you provided to me regarding the proposed retail center development at BRA Parcel 3 in Roxbury.

As you know Dunkin' Donuts has given me exclusive development rights to the Roxbury area. We are planning to open our first store in Mattapan Square soon and plan to begin satellite development shortly thereafter.

Based upon our current projections I envision the need for a full service store at Ruggles Plaza of approximately 3,200 SF with a drive-thru capability. I anticipate that this will be a strong store for a Dunkin' Donuts operation in light of the high a.m. traffic count and significant economic expansion which is planned along the SW Corridor.

I am therefore very pleased to express my interest in joining the retailers at Ruggles Plaza (P-3) and look forward to formalizing our commitment in the near future.

Yours truly,  
THE WALDWIN GROUP



Clayton H. W. Turnbull  
Franchisee/Owner



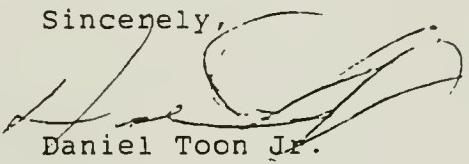
**DANNY'S**  
HIS AND HERS.

Russell Hill  
RE Hill & Co.  
432 Columbia St.  
Cambridge, MA 02141

Dear Mr. Hill,

This is to express our interest in leasing space at Ruggles Plaza. Our space requirement is approximately 2,500 square feet for the purpose of operating a salon.

Danny's His and Hers Hair Salon has been in business for 24 years. We are looking forward to growing our business at Ruggles Plaza.

Sincerely,  
  
Daniel Toon Jr.



Dec 4, 1992

Mr. Russell Hill  
R. E. Hill & Company, Inc.  
432 Columbia Street  
Cambridge, MA. 02141

RE: BRA Parcel 3 - Roxbury, MA.

Dear Russell:

This is to advise you of the interest of Darryl Settles in becoming a tenant at the proposed Ruggles Plaza shopping center in Roxbury.

I understand that in addition to your food store anchor tenant (Tropical Foods) you will be seeking both national and neighborhood tenants in order to offer an ideal mix of retail services to Roxbury residents and corridor businesses.

My ~~750~~ space requirement is for approximately ~~750~~ square feet. We provide dry cleaning services and have been in business for ~~4~~ years. (Drop-off)

We look forward to the opportunity of relocating our business to Ruggles Plaza in the near future and wish Ruggles Plaza Associates success in obtaining BRA developer designation with co-developer, National Center for Afro-American Artists.

Yours truly,  
TENANT NAME

Signature



H. & F. INC.  
2241 WASHINGTON STREET  
ROXBURY, MASSACHUSETTS 02119  
(617) 445-3147

12/3/92-

Dear Mr. Hild:

We are interested in leasing 3,000 sq ft of the proposed Ruggles Plaza Shopping Center in Roxbury. Please advise us on the price & the availability of space w/that we can make plans. We are interested in this year since & an additional six-year option.

Thank

Tom Davis

President H&F Inc.

Russ H.

As you may know, Mr. Davis is the owner/developer of the "Locking Gears" store in Dudley Square. Fred is a merchant with over 35 yrs of experience in the square. He is a founding, and very active member of the Dudley Square Merchants Assoc. with no intention of closing his existing 3,000 sq. ft. store if given the opportunity to open a store at Ruggles Plaza. It would be in excellent neighbor of my new store.

Fred tells me that this letter is a response to outreach from you and that he looks forward to being considered for a tenancy.

Howard Gary



# **LETTERS OF SUPPORT**



# United States Senate

WASHINGTON, DC 20510-2102

One Bowdoin Square, 10th Floor  
Boston, MA 02114

December 1, 1992

Mr. Paul Barrett  
Boston Redevelopment Authority  
Boston City Hall  
One City Hall Plaza  
Boston, MA 02201

Dear Paul:

This letter is written in support of the Ruggles Plaza Associates' proposal for a community-based shopping center on Parcel 3 in Roxbury.

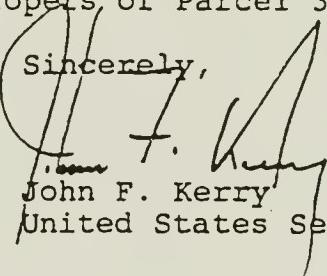
The BRA is to be commended for its inclusive policy insuring that minorities and CDCs are afforded an opportunity to compete as developers. For too long these entities have been denied access in the development process.

The concept for a community based shopping center which includes the expansion of the Tropical Foods supermarket is a significant feat. There is such a need for jobs, particularly when the unemployment rate in Roxbury is three times the national average. Tropical Foods on Washington Street already employs approximately 100 neighborhood residents. Their continued growth and expansion will provide additional job opportunities in the Roxbury community.

The economic viability of inner city neighborhoods such as Roxbury depends in large measure on the success of stores like Tropical. The development team has also had the foresight to embrace the new development of the Whittier Street Health Center which will draw a significant number of shoppers to the location and consequently support the economic health of the other retailers. The planned best use for other retailers such as a dry cleaner, travel, pharmacy, restaurant, book and shoe stores are all entities which not only serve the various needs of the general public but will also employ community residents.



I am pleased to lend my support for Ruggles Plaza  
Associates' proposal concept and hope that as you review their  
proposal you will feel compelled to lend your support by  
designating them as the developers of Parcel 3 in Roxbury.

Sincerely,  
  
John F. Kerry  
United States Senator

JFK/jb/jh

cc: Clarence Jones  
Chairman, BRA





## Boston City Council

**Anthony Crayton**

District 7  
635-4220

December 1, 1992

Paul Barrett,  
Director  
Boston Redevelopment Authority  
Boston City Hall  
Room  
Boston, MA. 02201

Dear Mr. Barrett,

I am writing in support of Ruggles Plaza Associates' proposal for a shopping center development on Parcel 3.

The proposed shopping center will begin to provide a much needed service to the surrounding community. Not only will this proposed project provide accessibility to goods and services, but it also includes the expansion of Whittier Street Health Center and other community benefits throughout the Roxbury area.

The Boston Redevelopment Authority has the opportunity to set a precedence by supporting the development of the shopping center; thus supporting economic development in Roxbury and neighborhood level coalitions. The proposed shopping center promises to bring 300 permanent jobs for area residents, as well as a renewed health care agenda from Whittier Street Health Center. Its market concepts promote the diverse ethnic populations of Boston in both product and an multi-cultural educational environment.

I urge you to join me in supporting this worthwhile project, as it means opportunity for both the developers and the area residents I represent.

Sincerely,

A handwritten signature of Anthony Crayton in black ink.  
Anthony Crayton  
Boston City Council







**Boston City Council**

Rosaria Salerno  
725-4376

December 2, 1992

Boston Redevelopment Authority  
Boston City Hall, 9th Floor  
Boston, MA 02210  
ATTN: Paul Barrett, Director

Dear Mr. Barrett,

I write regarding the proposal of Ruggles Plaza Associates (RPA) to develop the BRA's Parcel P-3 located along the Southwest Corridor and opposite the site of the proposed new Boston Police Headquarters.

As you will note, RPA's proposal clearly meets the guidelines for development issued by the BRA. The anchor tenant for the 150,000 sq. ft. shopping center is Tropical Foods, a well known, highly respected grocery presently operating in Roxbury. Tropical Foods is committed to operating a full service grocery store, while continuing its present commitment to offer food items of particular interest to the Haitian, Hispanic, and Afro-American residents in the area. In addition, RPA has received letters of interest from national and regional retailers and small businesses for use of the 25,000 sq. ft. of retail and office space. RPA has also earmarked 15,000 sq. ft. located on Tremont Street for use by local minority businesses.

The issue of parking has been directly addressed in the RPA proposal with the designation of space for over 330 parking spaces. In addition, the RPA proposal includes a much needed ATM facility which will be operated by either Bay Banks or Shawmut Bank.

Most importantly, the developers have been in communication with representatives of the Whittier Street Health Clinic to guarantee smooth operation of the clinic and with representatives of the Whittier Street Housing Development regarding issues ranging from traffic and public safety, especially for the young children who reside at Whittier, during the construction of the shopping center.

The requirement of the BRA to ensure that this parcel be co-developed with the National Center of Afro American Artists (NCAAA) is welcomed by RPA. Their proposal recognizes the need to ensure a steady flow of financial support for the community-based cultural and arts programs operated by NCAAA.



Finally, as a minority development team with development/leasing projects in Roxbury, RPA knows the importance of job training and job creation for the residents in the surrounding area. Thus RPA has initiated discussions regarding the possibility of providing training in retail, sales, marketing, management and construction with the Humphrey Occupational Resource Center, located adjacent to Parcel P-3, and potential tenants, including Tropical Foods. In addition, RPA estimates the creation of 200-300 permanent jobs for area residents. Finally, RPA has indicated its strong committed to the full enforcement of the City's Boston Resident Jobs Policy and to contracting with union builders.

I believe that the Ruggles Plaza Associates have demonstrated, through their proposal, a commitment to develop Parcel P-3 in manner that emphasizes community economic development, local job creation and training, and full support for the National Center of Afro American Artists. I urge you to select RPA as the co-developer of Parcel P-3.

Thank you for your attention to my concerns. If you have any questions, please do not hesitate to contact me.

Sincerely,



Rosaria Salerno  
Rosaria Salerno  
Councilor At-Large

cc

Beverly Johnson, Deputy Director, Community Economic Development  
Boston Redevelopment Authority  
Juan Carlos Loveluck, Project manager, Urban Design and  
Development, Boston Redevelopment Authority  
✓ Daniel Ocasio and Russell Hill, Ruggles Plaza Associates





*CONSULATE of JAMAICA*

**Kenneth I. Guscott**

Honorary Consul General  
for Massachusetts

P.O. Box 443

Boston, MA 02199

(617) 266-8604

FAX 266-0185

**Patricia A. Farr**  
Special Assistant

November 25, 1992

Mr. Paul Barrett  
Director  
B.R.A.  
Boston City Hall  
Boston, MA

Dear Paul,

We would like to extend our support to Tropical Foods being the anchor tenant in the proposed P-3 Development in Roxbury. Tropical Foods has been a good neighbor in the Roxbury community and has provided produce from the Caribbean area of good quality and at a fair price to its customers.

Very truly yours,

A handwritten signature in black ink, appearing to read "Kenneth I. Guscott".

Kenneth I. Guscott  
Honorary Consul General

KIG/pf

cc: R. Garry





# Dudley Square Merchants Association

P.O. BOX 185 • ROXBURY, MASS. 02119

RON GARRY, President

September 29, 1992

D.S.M.A.

Ruggles Plaza Associates  
c/o Mr. Daniel Ocasio  
230 W. Canton Street  
Boston, MA 02116

Re: Support for Proposal Parcel P-3

Dear Mr. Ocasio,

By this letter we wish to offer our strong support for your intended uses of this very important parcel and for your team itself.

The formal presentation made at our monthly meeting yesterday, by yourself and your partner, Russ Hill, showed a neighborhood oriented retail strip center with approximately 75,000 square feet of retail space on grade and 25,000 square feet of office space. This would be anchored by Tropical Foods Supermarket taking 40,000 square feet with a 35,000 square foot basement for wholesale cash and carry. Of the remaining 35,000 square feet, 15,000 square feet would be reserved to be marketed to Dudley merchants and other local businesses.

The Association further supports the opportunity being offered to Ronn Garry to expand Tropical Foods onto P-3 in the manner described. We understand that this will not diminish Ronn's commitment to the revitalization of Dudley Square since he owns property and plans to continue his current operation on a smaller scale.

We believe that the development of P-3 will have a positive impact on the revitalization efforts of Dudley Square by achieving a higher level of commitment from Government and lending institutions. "Dudley Lives..." and the development of P-3 could provide an opportunity for Dudley to thrive.

Very truly yours,

Jacob Abdal-Khalaq, VP  
Jacob Abdal-KHALAQ  
Kalag, Vice-President  
  
Walter S. Sargent  
Secretary





Marvin E. Gilmore Jr.  
General Manager

December 4, 1992

Mr. Paul Barrett  
Boston Redevelopment Authority  
Boston City Hall  
City Hall Plaza  
Boston, MA 02201

Dear Paul:

By virtue of this letter, Community Development Corporation of Boston, Inc. is expressing its support to Tropical Foods and Ruggles Plaza Associates for a community based shopping center on Parcel P-3 in Roxbury.

Tropical Foods has clearly demonstrated in it's eighteen year history a pattern of continued growth and financial stability along with a sensitivity towards the community it serves. Considering the complexity of providing the various foods for all the different ethnic groups that reside in the Roxbury/Dorchester communities, Tropical Foods has done remarkably well.

Tropical Foods has earned the right and truly has the need to expand its operation on Parcel P-3.

The overall development can only mean a strengthening of the economic viability for our community in the way of jobs, services and a better way of life.

Sincerely,

Marvin E. Gilmore, Jr.  
General Manager

COMMUNITY DEVELOPMENT CORPORATION OF BOSTON, INC.

Developer of CrossTown Industrial Park

801 ALBANY STREET BOSTON, MASSACHUSETTS 02118



South End Neighborhood Action Program



554 Columbus Avenue Boston MA 02118-1116  
Phone: (617) 267-7400 Fax: (617) 536-8678

December 4, 1992

Paul Barrett  
Director,  
Boston Redevelopment Authority  
One City Hall Plaza  
Boston MA 02201

Dear Mr. Barrett, *Paul -*

The South End/Lower Roxbury Housing and Planning Coalition would like to express its strong support to the development of BRA Parcel 3 as a much needed inner city shopping mall. As you know, our coalition of neighborhood organizations, has been advocating for appropriate economic and social programs to address the needs of low- and moderate-income residents in the South End/Lower Roxbury neighborhoods. Because of adverse economic conditions and trends of disinvestment on communities, we have been focusing on projects that generate jobs and provide a variety of economic opportunities to neighborhood residents. In this context, the Development of Parcel 3 by the Ruggles Plaza Associates is a welcome change especially at a time major shopping centres and businesses are moving out or down-sizing their operations.

The Coalition has participated in a presentation by the Ruggles Plaza Associates and we are encouraged by their commitment to provide these economic opportunities and help revitalize the neighborhood. The developers have assured the Coalition that local residents will have access to jobs and opportunities during construction and also during operation of this shopping center. The efforts of the BRA in promoting a development of this nature and magnitude, are indeed praiseworthy.

If you have any questions, please do not hesitate to contact me.

Thank you

Sincerely,

A handwritten signature in black ink, appearing to read "Pat Cusick".

Pat Cusick  
For the Coordinating Committee  
The South End/Lower Roxbury Housing & Planning Coalition

CC: Coordinating Committee



# South End-Lower Roxbury Housing and Planning Coalition

## Member Organizations

1. Boston Aging Concerns-Young & Old - Joanne Potter (266-2257)
2. Casa Myrna Vasquez - Mercedes Thompkins (262-9581)
3. Cathedral Tenants United - Geneva Evans (426-2361)
4. Claremont Neighborhood Association - Betsy Johnson (536-1711)
5. Concord Baptist Church - Rev. Conley H. Hughes, Jr. (266-8062)
6. First Church of God - Rev. Tony Bethel (445-3263)
7. Four Corners Neighborhood Association - Jeanette Boone (565-8519)
8. Frankie O'Day Coop. - Jean Yanick
9. Grant Manor Tenants Council - Edna Smallwood
10. Inquilinos Boricuas en Accion(IBA) - Clara Garcia ( 262-1342)
11. Low Cost Tenants Council
12. Methunion Cooperative Housing Inc. - Adrian du Cille (267-4934)
13. Rosie's Place - Ann Stokes (442-9322)
14. Roxse Tenants Council - Jimmy McNeil (247-0388)
15. South End Community Health Center - Tristam Blake (266-6336)
16. South End Gardeners - Eleanor Strong (262-6438)
17. South End Neghborhood Service Center of ABCD(SNAP) - Pat Cusick (267-7400)
18. St. Stephen's Episcopal Church - Fr. Nater Gamarra(Fr. Butch) 267-9070
19. Tent City Corporation - Robert Jacobson (262-4103)
20. Tenants Development Corp. - Girma Belay/Nat Geer (247-3988)
21. United Neighbors of Lower Roxbury - Jim Davis (427-3458)
22. United South End-Lower Roxbury Development Corporation - Val Hyman (266-5451)
23. United South End Settlements - Frieda Garcia (536-8610)
24. Washington Manor Tenants Council - Al Saunders (353-0381)
25. Prof. Melvin H. King, M.I.T., (253-3287)
26. State Representative Byron Rushing, 9th Suffolk District (722-2060)
27. Helaine Simmonds Esqr. (267-2723)

## Members of the Coordinating Committee

1. Girma Belay, Executive Director, Tenant Development Corporation
2. Jeanette Boone, President, Four Corners Neighborhood Association
3. Pat Cusick, Director, SNAP
4. Jim Davis, Executive Director, United Neighbors of Lower Roxbury
5. Clara Garcia, Exec. Director, inquilinos Boricuas en Accion(IBA)
6. Frieda Garcia, Exec. Director, USES
7. Val Hyman, Exec. Director, United South End/Lower Roxbury Development Corp.
8. Robert Jacobson, Exec. Director, Tent City Corp.
9. Prof. Mel King, MIT
10. Byron Rushing, State Representative, 9th Suffolk District
11. Helaine Simmonds
12. Eleanor Strong, South End Gardeners

## Staffed By:

Pat Cusick, SNAP and Janet Grant, USES  
Phone: 267-7400 536-8610  
Fax #: 536-8678 536-9638



**President**

Joan Wallace-Benjamin, Ph.D

**Chairman**

Samuel J. Gerson  
 Chairman & CED  
 Filene's Basement, Inc

**Vice Chairman**

Richard L. Taylor  
 Secretary, Executive Office  
 Transportation & Construction  
 Commonwealth of Massachusetts

**Members**

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 Joel Benard-Cutler  
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 C. Michelle Davis-Holmes  
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 Brian L. Dunmore, Esq.  
 Pamela D. Everhart, Esq., CPA  
 Albert Gentry  
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 Terrence M. MacDonald  
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 Sylvia A. McDowell  
 J. Keith Motley  
 Kendall Nash  
 Richard A. Remis  
 Reverend Eugene F. Rivers  
 Peter B. Terenzio, Jr.  
 Herbert L. Tyson  
 Liz Walker

**Urban League Guild**

Lillian Seay  
 President

**President Emeritus**

Honorable Joyce  
 London Alexander



November 12, 1992

**Mr. Paul Barrett**  
**Director**  
**Boston Redevelopment Authority**  
**1 City Hall Square**  
**Boston, MA 02201**

**Dear Mr. Barrett:**

I am writing on behalf of the Urban League of Eastern Massachusetts Inc. to express our support for the proposed Community Based Shopping Center by Ruggles Plaza Associates at the BRA Parcel 3. The area is bounded by Tremont Street, Whittier and Ruggles Streets, Downing Street and Madison Park High School.

Ruggles Plaza Associates, is a minority development team, and is interested in developing a 150,000 sq. ft. Shopping Center. The principal tenant will be Tropical Foods with a 40,000 sq.ft. super market, plus a 35,000 sq.ft. storage/cash and carry facility. The anticipated growth and development of this project will provide significant job opportunities for Roxbury/Dorchester/Mattapan residents.

- \* In addition, over 15,000 sq.ft. of prime retail space will be available to facilitate local retailers in providing more neighborhood services in dry cleaning; travel services; eye care; hair salons; gift shops.

- \* Retail space for National/Regional retailers, for example, in the areas of banking; drug/pharmacy retailers; restaurants; discount stores in clothing; records and tapes.

- \* 25,000 sq.ft. of office space for entrepreneurs and small businesses.

THIS AGENCY IS  
 SUPPORTED BY



**United Way**  
 Of Massachusetts Bay

88 Warren Street  
 Roxbury, Massachusetts 02119  
 (617) 442-4519

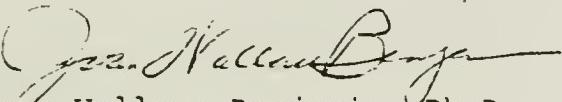


The economic and financial benefits that can accrue are immense, and the residents of this area are deserving of inclusion in these development projects.

This project will be co-developed with the National Center for Afro-American Artists.

We enthusiastically support the development proposal by the Ruggles Plaza Associates for BRA Parcel 3, and strongly endorse their efforts in this area.

Sincerely,

  
Joan Wallace-Benjamin, Ph.D.  
President and CEO





MAJOR & MRS CLIFFORD C YEARWOOD  
COMMANDING OFFICERS

# THE SALVATION ARMY (INCORPORATED)

## ROXBURY CORPS

23 VERNON STREET, BOX 35  
BOSTON, MA 02119  
TELEPHONE (617) 427-6700

### ADVISORY COUNCIL

ESLER MONTGOMERY  
*airman*

NALD POINDEXTER  
*e Chairman*

RBARA RUCKER  
*cretary*

ORGE BORDEN  
SELL BRIT  
CHIE DICKERSON  
LLIAM DICKERSON  
WARD GOODING, CSM  
ELMA MOSBEY  
NDALL NASH  
SE ORTOLAZA  
ANNE PRINCE  
REDD  
HAEL SILVA  
TH TINSLEY  
ARY WHITT  
NRY WORKMAN

October 19, 1992

Mr. Daniel Ocasio & Mr. Russell Hill  
Ruggles Plaza Associates  
230 West Canton Street  
Boston, MA 02116

Re: B.R.A. Parcel P-3

Dear Messrs. Ocasio & Hill:

We wish to thank you for your October 8th presentation to our Advisory Council of your team's proposal for the development of this important property as a neighborhood shopping center.

We are in total agreement with you regarding your intended uses on the site. A neighborhood shopping center anchored by a local supermarket, Tropical Foods, which offers opportunities to other local businesses, is our idea also of true neighborhood economic development. We are especially happy to hear of your commitment to very high levels of local participation in the construction and permanent jobs on this project. Being a part of this community, The Salvation Army is only too aware of the terrible economic plight of many people in this community and we appreciate your sensitivity in this regard.

The Membership also agrees that this neighborhood "Strip Center" would be much more likely to help foster additional development in the area (such as Ruggles Center Phase II) than would a large cooperation which would use much of the land and not leave much for development of small businesses.



B.R.A Parcel-3

October 19, 1992

The Advisory Council is aware, as you so readily reminded us, that there will likely be "competition" for this site. However, in view of your well thought out proposal and the support that you are receiving from area businesses and religious leaders, we gladly offer you our endorsement.

We would hope that for the benefit of the people of this community your proposal will be considered.

God Bless You!

~~sincerely yours,~~

~~Clifford C. Yearwood  
Major  
Corps Commander~~

CCY/hc





COLUMBUS AVENUE

AFRICAN METHODIST EPISCOPAL ZION CHURCH  
600 COLUMBUS AVENUE  
BOSTON, MASSACHUSETTS 02118

PHONE: 617 266-2758

ORGANIZED 1838

DR. Michael E. Ellis

MINISTER

MR. WILLIAM C. DUKES

CHAIRMAN TRUSTEE BOARD

MR. GRAFTON T. SELMAN

PREACHER STEWARD

23 November, 1992

Mr. Russell E. Hill  
Ruggles Plaza Associates  
230 W. Canton St.  
Boston, MA 02116

Dear Mr. Hill:

I received your letter dated November 9, 1992 and was pleased to know of your proposal to develop a community based shopping center. I think this will be a very good proposal for the community in general and for minority people in particular.

It is my hope that the proposal will gain local support from other churches and the city administration. I find the idea encouraging and will encourage my congregation to support the program from its inception.

If I can be of any assistance in this worthwhile endeavor, please do not hesitate to call upon me. It is my hope for your continued success.

Very truly yours,

*Michael E. Ellis*  
Rev. Dr. Michael E. Ellis

MEE:alr



# Muhammad's Mosque of Islam No. 11



P.O. Box 123  
10 Washington Street  
Boston, Massachusetts 02121  
(617) 442-6082 — (617) 442-2294

To Whom it may concern:

By virtue of this letter, we Muhammad's Mosque No. 11, of Dorchester, Mass. are extending our support to Tropical Foods and their development team for the new supermarket they are proposing on Parcel P.3.

Tropical Foods has for years worked closely with Muslims community by providing products and financial support for our efforts.

Tropical Foods has been a good neighbor and we firmly believe that they have earned the right to expand their operations in the Roxbury community.

Respectively  
Rashid Muhammad

Public Relations





"Working Wonders  
Building Futures"

**Morgan Memorial  
Goodwill Industries, Inc.**

**HEADQUARTERS**  
1010 Harrison Avenue  
Boston, Massachusetts 02119-2540  
(617) 445-1010  
FAX (617) 445-1010 x291

November 19, 1992

Mr. Ronn Garry  
President  
Tropical Foods International  
2101 Washington Street  
Roxbury, MA 02119

TO WHOM IT MAY CONCERN:

Tropical Foods International has been a good neighbor of Morgan Memorial Goodwill since our move to this location 5 years ago. Our staff and the clients we serve have become accustomed to the convenience of this unique, well organized and very clean store. Having a diverse array of fresh produce and national brand foods within easy minutes of our facility has been a real plus.

Proximity to "El Platanaro" also means that we can satisfy the need of a Morgan Memorial client for employment in the community. Some months ago, one of our clients was hired by Ronn Garry and Jim Beshaw in an entry level position. In so doing, this strong affirmative action community employer has facilitated an opportunity for a pre-vocational client to work competitively.

Tropical Foods' willingness to create a job for an individual with no formal work history - but with a strong desire to work - has been exemplary. The management has given this young man a unique opportunity to develop and strengthen work skills on the job in a supportive setting within minutes of our facility.

Creative and dynamic community-based resources like Tropical Foods should certainly be encouraged to expand.

Sincerely,

*Christa B. Contois*  
Christa B. Contois  
Director of Vocational  
Rehabilitation Services

*James F. Eddy*  
James F. Eddy  
Employment Training Specialist  
Supported Work Program

cc: Jim Beshaw  
General Manager

JE:gmh



# Jamaica Plain Business and Professional Association

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November 27, 1992

To Whom It May Concern:

This letter is in support of Ruggles Plaza Associates to be the designated developer of Parcel 3 on Columbus Avenue in Roxbury, with Tropical Foods as the anchor tenant.

Ron Garry and his marvelous store have been an exemplary business in the area for many years, through good times and bad. While every major food chain has abandoned the "inner city" for the "greener" pastures of the suburbs, Tropical Foods has continued to serve the people of Boston's neighborhoods. Now the major food chains have apparently decided that the inner city can once again become a profit center for them, ostensibly because they have figured out how to profit in spite of the high risk/high cost they have said urban locations and customers pose. We see them riding the white stallions of glowing press reports, leaving the saturated suburbs, back into the city's hungry market.

Tropical foods has always done the right thing by serving the community and hiring locally, and Ron Garry's civic activism is well known. The plans for the new store are exciting, and as I see it, Tropical Foods will be able to do what it has always done well, only better.

Sincerely,



Robert Shortsleeve  
President, JPBAPA



# THE HYDE SQUARE BUSINESS ASSOCIATION

P.O. Box 1124, Jamaica Plain, MA 02130

November 18, 1992

Mr. Paul Barret  
Executive Director  
The Boston Redevelopment Authority  
1 City Hall Square  
Boston, MA 02201

Dear Mr. Barrett;

At the November 17, 1992 meeting of the membership of the Hyde Square Business Association (HSBA) it was voted upon and approved unanimously to support the concept of Ronn Garry's Tropical Foods store locating on the "P-3" site currently owned and being offered for development by the Boston Redevelopment Authority.

While it has not, traditionally, been the practice of the HSBA to endorse such a project prior to the close of the "Request for Proposal period, the membership feels that this particular case merits an exception. Mr. Garry is well known to the HSBA and throughout the neighborhoods of Boston as a successful businessman, an involved member of the business community and an active proponent of the economic revitalization of the Dudley Square shopping district and of the Boston neighborhoods in general. His continuing contributions to the well-being of the people of Boston through his store, which caters to the ethnic community, as well as through the sharing of his time and expertise with several community groups and businesses have contribute greatly to the efforts to further a positive image for Boston's inner-city neighborhoods.

The HSBA, therefore, feels that the joint proposal by Ron Garry and Ruggles Plaza Associates with Daniel Ocasio's involvement , as one of the principals for a larger newer Tropical Foods store on the "P-3" site will provide an improved service to the greater community and a further enhancent to its image. This would be in the best interest of the Roxbury community and the City at large.

Sincerely

Nader Acevedo  
President



## **United South End/Lower Roxbury Development Corporation**

434 Massachusetts Avenue Suite 404  
Boston, Massachusetts 02118  
(617) 266-5451  
FAX (617) 266-9601

November 11, 1992

Mr. Paul L. Barrett  
Director  
Boston Redevelopment Authority  
One City Hall Square  
Boston, Massachusetts 02201

Dear Mr. Barrett:

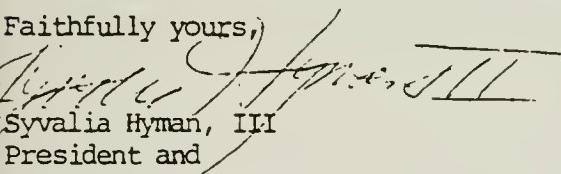
We have had the opportunity to review the development proposal prepared by Ruggles Plaza Associates and wish to register our enthusiastic support for their project.

The development of a community-based shopping plaza is a timely and appropriate project for the South West Corridor. In addition to providing much needed retail goods and services currently unavailable in this community, this development will generate both construction and permanent jobs which are vital to the economic survival and growth of Greater Roxbury.

We have noted with particular interest that Tropical Foods will be one of the anchor tenants in Ruggles Plaza. Tropical Foods has a long history of serving the Greater Roxbury community which is rich in its ethnic diversity. Their growth and expansion in the neighborhood is commendable and should be facilitated on BRA Parcel 3.

UDC is pleased to offer its support to the development proposal of Ruggles Plaza Associates.

Faithfully yours,

  
Syvalia Hyman, III  
President and  
Chief Executive Officer





## HAITIAN-AMERICAN CULTURAL CENTER, INC.

432 Columbia Street Suite B-10  
Cambridge, Massachusetts 02141

Telephone  
617-621-0014  
617-621-0040  
617-621-0193

November 6, 1992

Mr. Paul L. Barrett, Director  
Boston Redevelopment Authority  
1 City Hall Square  
Boston, MA. 02201

Dear Mr. Barrett:

This is to register our support for the shopping center proposed by Ruggles Plaza Associates on BRA Parcel 3 in Roxbury.

The Haitian American Cultural Center is in full support of this project in that it will significantly improve Roxbury as a community in which to work and live. The retail services offered by their proposal will be very welcomed by those of us who live in and around the Roxbury area.

One aspect of Roxbury which is common to the Haitian community is Tropical Foods. "El Platanero" as it is known is a vital cultural link to those of us from the Caribbean area. Tropical Foods is unique among area supermarkets in that it supplies many of the ethnic foods which form a part of our culture. This represents a valuable and important service to our community and we applaud their expansion to this new location.

We offer our support of the Ruggles Plaza Associates proposal and encourage their designation for this project.

Yours truly,  
HAITIAN AMERICAN CULTURAL CENTER

*Jean Robert Richard*  
Jean Robert Richard  
Executive Director



May 9th / 1992  
3 Kendall Street  
Boston, Mass.  
03/18

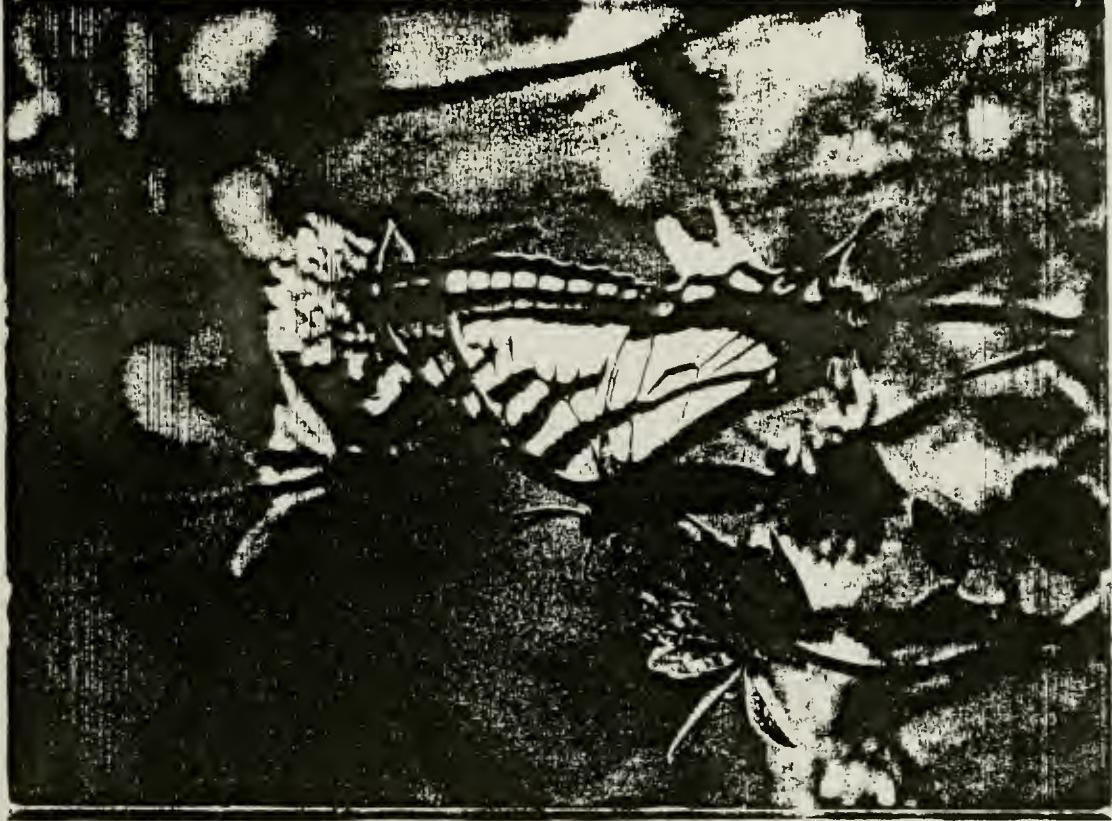
Dear Ron,

I was very happy to lead in that paper that you and your associates went to branch out in the community. I've been going to the store for years and years and I do meet very good people there. I shall remember you in my prayers also. Your associates. For the black women who wear the dark glasses and always

Congratulations  
and best wishes for  
your happiness now  
and always & &







Wish you etc. And  
your brother who wears the  
hat, I will tell your  
son bring it to your  
attention next time.  
Wishing you luck.

Joe Blue Fox of James  
Lister Nelson Bennett  
or family.

P.S. See your folks as  
very very nice, I truly  
hope them all. (Mine)







Roxbury Community College  
1234 Columbus Avenue  
Roxbury Crossing, Massachusetts 02120-3400

Office of the President

(617) 541-5301

November 23, 1992

Mr. Russell E. Hill  
President  
R.E. Hill & Company, Inc.  
432 Columbia Street  
Cambridge, MA 02141

Dear Mr. Hill:

Thank you for your kind letter of welcome. I am pleased to assume the leadership role at Roxbury Community College during this exciting time of expansion of the Southwest Corridor area.

In talking with Mr. Ron Ancrum, I understand that a letter of support was written several months ago under the signature of Interim President Hubert Jones in support of a health/retail complex being developed by Whittier Street Health Center and Madison Park Economic Development Corporation. We do, however, support your ideas and concepts as outlined in the information you sent.

Thank you for including Roxbury Community College and we look forward to possible collaborative efforts with you in the future.

Sincerely,

*Grace C. Brown*  
Dr. Grace Carolyn Brown  
President

GCB/gb



# NEW ENGLAND BLACK PROPERTY MANAGERS FORUM

734 Centre Street - Boston, MA 02130  
(617) 524-7870 - FAX (617) 524-4382

December 2, 1992

Mr. Paul Barrett  
Director  
Boston Redevelopment Authority  
1 City Hall Square  
Boston, Ma 02201

Re: BRA Parcel 3 - Ruggles Plaza Associates  
Letter of Support

Dear Mr. Barrett:

On behalf of our organization, I would like to offer this letter of support to the Ruggles Plaza Associates development team on their proposed shopping center along the SW corridor.

The New England Black Property Managers Forum is an 18 year organization of property managers and other real estate professionals. Our members manage over 8000 units of housing in this area alone. One of our missions is to advocate for minority owned firms as well as assist in building coalitions with other housing agencies to increase housing opportunities and real estate business for minority and women business entrepreneurs.

This community has a serious need for a development of the type proposed by the Ruggles Plaza Associates team. The target area is in dire need of a shopping center with a supermarket anchor tenant. We are also happy to know that this project will not have a negative impact on minority businesses currently operating in the area, and that the proposal has incorporated those entities in its plans. In addition, the allocation of office space for small businesses and entrepreneurs ensures that the small business owner will be welcome and available to provide service in this area.

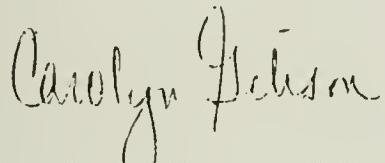
We are also happy to note that Ruggles Plaza Associates is a 100% minority development team. We anticipate that this will provide a sensitivity to the project in terms of the dollars generated by this project being able to remain in this community through the team members as well as through the creation of jobs for community folk.



In short, the Ruggles Plaza Associates proposal allows a qualified development team of color to play an active role in our neighborhood to add to the community economic base. The proposal also provides a variety of uses to accommodate current and future businesses, as well as allows the enhancement of a housing community in serious need of shopping and other retail services.

It is for these reasons that the New England Black Property Managers Forum endorses the Ruggles Plaza Associates proposed shopping center development. We hope that you will look favorably upon this proposal and award BRA Parcel 3 to this team.

Sincerely,

A handwritten signature in black ink, appearing to read "Carolyn Gibson".

Carolyn Gibson, CPM  
President  
New England Black Property  
Managers Forum



# Local team proposes retail complex

*Developer, Cambridge broker hope to build shopping center on city land near L. Roxbury*

by Elizabeth Fearnley

A local developer plans next month to submit a proposal to build a shopping center on vacant city-owned land near Lower Roxbury.

Local developer Dan Ocasio has teamed up with a Cambridge-based commercial real estate broker to form Ruggles Plaza Associates, which plans to submit a proposal in early December. Ronn Garry, owner of Tropical Foods, in Dudley Square, is also involved with the proposal. Garry hopes that a greatly expanded version of his 11-year-old store will be the anchor tenant for the proposed shopping center.

The Boston Redevelopment Authority (BRA) last August went out a request for development proposals for Parcel 3, a 6.7-acre site at the corner of Tremont and Whittier streets, near Melnea Cass Blvd. The lot is across the street from the proposed site of the new Boston Police Department headquarters building and the proposed Ruggles Center complex. The BRA is seeking proposals to build a retail center at Parcel 3 to spur commercial activity along the Southwest Corridor.

The Ruggles Plaza Associates proposal calls for the creation of a 150,000-square foot retail shopping center that would include a mix of national and local retail and some office space in addition to the grocery store. The parcel now includes a health center, which plans to relocate, and a local tavern, which the developers plan to incorporate into the development.

Ocasio said the proposed shopping center, which would include more than 300 parking spaces for patrons and employees, The proposed grocery store would be nearly 10 times as large as the existing Tropical Foods, which specializes in Hispanic and

Caribbean foods.

The Ruggles Plaza team estimates the cost of the project at between \$10-11 million and said financing would come from a variety of sources including banks, the city and state. If the team is picked, Ocasio said, it hopes to begin construction next fall and open up in the spring of 1994. According to a BRA official, the agency expects to choose a developer by next March.

Ocasio said the developers hope to attract shoppers from the South End,



**FOODSTUFF:** Ronn Garry (left), owner of Tropical Foods, in Dudley Square, shows some of the store's produce to Russell Hill (center) and Dan Ocasio. The three hope to win the rights to build a shopping center, including a much larger version of Garry's food store, on city-owned vacant land near Lower Roxbury. (Linda Haas photo)

shopping

Hill, who has helped find tenants for several local commercial spaces, said the team hopes to attract a mix of tenants to the site without duplicating services already available in nearby neighborhoods. He said prospective tenants have shown "substantial interest" in Parcel 3, adding, "everything is location and this is a superb location."

Garry said the opening of a major grocery store in Roxbury could help improve the area's image and attract people who wouldn't normally shop in the area. "There is a safety image we need to overcome," Garry said, adding, "not everyone belongs to a gang and totes a Colt .45."

Garry said while he still plans to serve his long-time customer base of Hispanics, West Indians and people from the Caribbean, the new store will carry everything found in a major, full-service grocery store.

Under the terms set out by the BRA, Parcel 3 developers who bid for designation to the site would have to enter into a partnership with the National Center of Afro-American Artists, which was designated to develop the site several years ago.

The developers said they plan to meet with community groups after the BRA deadline. Garry said he plans to ask his customers for support and feedback on the plan.

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